

AMERICAN NURSERYMAN

CHIEF EXPONENT OF THE AMERICAN NURSERY TRADE

Vol. XL

OCTOBER, 1924

No 4



PAINESVILLE NURSERIES

The illustration shows the gracious beauty and utility of one of the best and most popular shrubs (Hydrangea P. G.) which we grow in quantity. But a general nursery can not live by shrubs alone; so we want you to please note that the bulk of our acreage is occupied by

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PERENNIALS and ROSES

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Long ago Jackson and Perkins Company realized that wholesale and retail trade did not "hook up" well together, and having chosen the wholesale field, we sell to that trade.

Our policy has always been to give the finest stock, conscientious effort and prompt service to trade customers **and to avoid competing** with them. If an inquiry is received from a private place it is referred to the nearest Jackson and Perkins Company's customer who is thought to be in a position to handle the business successfully and satisfactorily.

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If not, write for a copy today.*

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Such equipment and service should interest Nurserymen who have catalogues printed for them. Correspondence is invited.

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Massachusetts

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The BOLENS is a motorized wheel hoe with
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A great labor saver.

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1872 HUNTSVILLE, ALABAMA 1924

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ESTABLISHED 1847

Offers a fine stock of *Specimen*
Evergreens, Fruit and Orna-
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HARDY PERENNIAL PLANTS
EXCLUSIVELY

Write for Trade List.

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AMERICAN NURSERYMAN---October, 1924

EDITORIAL DEPARTMENT—Communications on any subject connected with Commercial Horticulture, Nurseries or Arboriculture are cordially invited by the Editor; also articles on these subjects and papers prepared for conventions of Nursery or Horticultural associations. We also shall be pleased to reproduce photographs relating to these topics, Orchard Scenes, Cold Storage Houses, Office Buildings, Fields of Stock, Specimen Trees and Plants, Portraits of Individuals, etc. All photographs will be returned promptly.

Advertising—Advertising forms close on the 25th of each month. If proofs are wanted, copy should be on hand one week earlier. Advertising rate is \$2.50 per column-width inch.

"AMERICAN NURSERYMAN" is distinctive in that it reaches an exceptional list and covers the field of the business man engaged in Commercial Horticulture—the earliest operator. Here is concentrated class circulation of high character—the Trade Journal of Commercial Horticulture, quality rather than quantity.

"AMERICAN NURSERYMAN" will not accept advertisements that do not represent reliable concerns.

SUBSCRIPTIONS—"AMERICAN NURSERYMAN" will be sent to any address in the United States for \$2.00 a year; to Canada or abroad for \$2.50 a year. Single copies of current volume, 20c; of previous volumes, 15c.

RALPH T. OLCOTT
Editor, Manager

AMERICAN FRUITS PUBLISHING COMPANY INC.

39 State Street,
Rochester, N. Y.

WHAT THIS MAGAZINE STANDS FOR—Clean chronicling of commercial news of the Planting Field and Nursery. An honest, fearless policy in harmony with the growing ethics of modern business methods.

Co-operation rather than competition and the encouragement of all that makes for the welfare of the trade and of each of its units.

Wholesome, clean-cut, ring true independence.

INDEPENDENT AND FEARLESS—"AMERICAN NURSERYMAN" makes no distinction in favor of any. It is untrammelled in its absolutely independent position and is the only Nursery Trade publication which is not owned by nurserymen.

This Magazine has no connection whatever with a particular enterprise. Absolutely unbiased and independent in all its dealings.

Though it happens that its place of publication is in the eastern section of the country, it is thoroughly National in its character and International in its circulation.

Its news and advertising columns bristle with announcements from every news corner of the Continent.

It represents the results of American industry in one of the greatest callings—Commercial Horticulture in all its phases of Nursery Stock, Orchard and Landscape Planting and Distribution.

Classified Business Announcements In this Issue

AN INDEX OF CURRENT WANTS AND OFFERINGS IN THE NURSERY TRADE

Aiken, George D.....	Strawberry Plants	92	Jones, J. F.	Cherry Tree a Specialty.....	100
Alanwood Nursery	Nursery Stock Wanted.....	87	Jones, L. M.	General Nursery Stock.....	85
Allen, V. R.	Dewberry Plants	95	Kansas Evergreen Nurseries	Specimen Trees	97
Allison Nursery Co., G. M.	Apple, Peach Pear, Etc.....	85	Kelly Bros. Nurseries	Cherry Trees	78
American Forestry Co.	Young Stock	93	Kelsey, Harlan P.	Birch Seedlings	79
American Landscape School.	Landscape Course	95	Kelway & Son.....	Flower Seeds, Perennials, Etc.....	98
Andrews Nursery Co.	Raspberries	87	Lindley Nursery Co., J. Van.	Carolina Peach Pits.....	95
Atlantic Nursery Co.	Young Stock	92	Little Tree Farms	Evergreens	93
Audubon Nurseries	Ornamental Nursery Stock.....	95	Lord & Burnham Co.	Greenhouses	99
Ballard, J. M.	Peach Seed	87	Lovett, Lester C.	Privet and Berberis	95
Barr & Co., B. F.	Shrubs, Etc.	98	Monroe Nursery	Specimen Evergreens, etc.....	80
Bauer, J. A.	Strawberry Plants	87	Mount Arbor Nurseries.....	Fruit Tree Stocks.....	91
Bernardin, E. P.	General Nursery Stock.....	95	Mountain View Floral Co.	Roses	98
Blount, A. G.	Raspberry Plants	85	Naperville Nurseries	Young Stock	92
Bobbink & Atkins.....	Young Stock	92	New Brunswick Nurseries.....	Roses	92
Bountiful Ridge Nurseries.....	Apple, Peach	91	Nursery For Sale	In Fruit Center.....	97
Boyd Brothers	Forest Seedlings, Shrubs.....	92	Nursery For Sale.....	At Westminster, Md.	97
Burr & Company, C. R.	Special Announcement	97	Northeastern Forestry Co.	Evergreen Seedlings and Transp'ts.	92
Burt & Co., W. D.	Garden and Flower Seeds.....	87	Norton, Arthur L.	Pin Oak Seedlings.....	85
Champion & Son, H. J.	Shrubs, Roses, Etc.....	95	Odessdale Nurseries	Peach Trees	85
Chase Company, Benjamin.....	Nursery Labels	91	Onarga Nursery Co.	Ornamental Nursery Stock.....	100
Cole Nursery Co.	Shade Trees, Shrubs.....	98	Onarga Nursery Company.....	Lining Out Stock.....	92
Conard & Jones Co.	How To Grow Roses.....	92	Osman, Fred D.	New Brunswick Roses.....	92
Conard & Jones Company.....	Special Announcement	94	Painesville Nurseries	General Nursery Stock.....	77
Conigisky, B. F.	Special Announcement	87	Parsons Wholesale Nurseries.....	General Nursery Stock.....	95
Cultra Brothers	Young Stock	98	Peake Nurseries	Privet, Spiraea, Berberis.....	87
Cultivated Evergreens	L. H. Bailey.....	91	Peters, Charles M.	Grape Vines	92
Cumberland Valley Nursery.....	Fruit Stock, Etc.....	87	Petran, Paul H.	Norway Pine	87
Cureton Nurseries.....	Special Announcement	97	Piedmont Forestry Co.	Evergreens	95
Cyclopedia Horticulture	L. H. Bailey.....	97	Portland Wholesale N. Co.	Ornamental Nursery Stock.....	98
Davis Nurseries, Franklin.....	General Nursery Stock.....	100	Princeton Nurseries.....	Ornamental Nursery Stock.....	80
Detriche & Son, Chas.	French Fruit Exporters.....	91	Process Color Printing Co.	Color Prints	95
DIRECTORY	Growers of Young Stock.....	92-93	Rambo, L. J.	Grape Vines, Etc.....	87
Dixon, F. W.	Strawberry Plants	97	Reed, W. C. & Son.....	Cherry, Pear, Apple Peach	100
Du Bois Press.....	Horticultural Printing	79	Rice Brothers Company.....	General Nursery Stock.....	78
Essig Nursery	Special Announcement	85	Rochester Lithographing Co.	Colored Plates	91
Fairfield Nurseries	Grape Vines	92	Rockfall Nurseries	General Nursery Stock.....	95
Faassen & Hekkens.....	Export Nurseries	98	Rogers & Sons, Thomas.....	Fruit Seedlings, Blackberries.....	91
Fleu, Jr., Conyers B.	Tree Seeds	95	Rosebank Nursery	Lining Out Stock.....	92
Forest Nursery Co.	Forest Seedlings, Shrubs.....	92	Rosenfield Peony Gardens	Select Varieties Peonies.....	95
Foster Nursery Co.	Grape Vines, Etc.....	97	Royal Glass Works.....	Greenhouse Glass	95
Franklin Forestry Co.	Lining Out Stock.....	92	San Pedro Ranch Nursery.....	Lining Out Stock.....	98
Garden Nurseries	Iris and Buxus.....	98	Sakata & Co., T.	Tree Seed	98
Gilson Manufacturing Co.	Bolens Power Hoe.....	80	Scarff & Son, W. N.	Small Fruit Plants.....	95
Good & Reese	Peonies	98	Schifferli Nurseries, F. E.	Grape Vines, Currants, Gooseb's.....	95
Graves, Leo H.	One and Two-Year Apple.....	87	Scotch Grove Nursery	Evergreens	93
Griffing Co., C. M.	Fruit and Nut Trees, Roses.....	95	Sherman Nursery Co.	General Nursery Stock.....	92
Hammonton Hardy Plant N.	Perennials	93	Skinner & Co., J. H.	Apple Seedlings, Trees.....	100
Hill Nursery Co., D.	Evergreen Specialist	97	Smith Bros. Nursery	Peach Trees	87
Hill Nursery Co., D.	Plate Book Evergreens.....	98	Smith Company, W. & T.	General Nursery Stock.....	78
Hill Nursery Co., D.	Young Stock	92	Southern Nursery Co.	Peach Seed	95
Hobbs & Sons, C. M.	Sugar and Norway Maples.....	78	Southland Nursery Co.	Roses	87
Hogansville Nurseries	Peach Pits	95	Standardized Plant Names.....	New Book	87
Hoogenhoorn, C.	Special Announcement	85	Stark Bros. N. & O. Co.	The Stark Tree Digger.....	80
Howard-Hickory Co.	Peach Pits	97	Storrs & Harrison Co.	General Nursery Stock.....	77
Howard Rose Co.	Rose Bushes	91	Summit Nurseries	Pecan Trees	95
Hubbard Company, T. S.	Grape Vines, Berry Plants.....	95	Sunny Slope Nursery	Apple Trees	87
Huntsville Wholesale Nurs.	General Nursery Stock.....	80	Sunny Slope Nursery	Peach Pits	85
Hogenfritz Sons Co., I. E.	General Nursery Stock.....	80	Sunset Nursery	Special Announcement	85
Jackson & Perkins Co.	Ornamental Stock	79	Titus Nursery Co.	General Stock for Exchange.....	98
			United Litho & Ptg. Co.	Plate Books, Catalogues.....	97
			Vincennes Nurseries.....	Cherry a Specialty.....	100
			Wanted	Nursery Superintendent	96
			Wanted	High-class Nurseryman	96
			Washington Nursery Co.	General Nursery Stock.....	79
			Wathena Nurseries	2 Yr. Apple Fruits Trees.....	100
			Wayside Gardens Co.	Hardy Perennial Plants.....	80
			Weller Nurseries	Perennials, Etc.....	98
			Westminster Nursery	Privet	92
			WhiteShowers	Watering Equipment	95
			Wilson & Company, C. E.	Barberry Seedlings	91
			Wright, E. V.	Strawberry Plants	87
			Wohlert, A.	Iris and Buxus	98

American Nurseryman

The Chief Exponent of the American Nursery Trade

National Journal of Commercial Horticulture

Entered September 1, 1916, at Rochester, N. Y. Post Office as second-class mail matter

WITHOUT OR WITH OFFENSE TO FRIENDS OR FOES, I SKETCH YOUR WORLD EXACTLY AS IT GOES.—BYRON

Vol. XL

ROCHESTER, N. Y., OCTOBER, 1924

No. 4

ON THE EVE OF A TRADE SEMI-CENTENNIAL

Approaching Anniversary of the American Association of Nurserymen To Be Celebrated in Rochester, N. Y., Recalls the Activities of a Long and Honored Career in An Industry Dating Back One Hundred and Fifty-five Years—Some of the Leaders of the First Two Decades.

Consideration of the early days of the American Association of Nurserymen leads naturally to consideration of the origin of the Nursery business upon which the national organization was founded. As the *American Nurseryman* has more than once recorded, the first independent Nursery in this country was that established by William Prince at Flushing, Long Island, N. Y., about 1770. There were Nursery trees long before that, grown in small quantities in connection with general farm operations. It is recorded that Gov. John Endicott of the Massachusetts Colony in 1648 traded 500 3-year-old apple trees for 250 acres of land. Proprietors of small farm-nurseries, according to Robert Manning, toward the close of the eighteenth century were Ephraim, Goodale, Orrington, Me.; the Benjamin brothers and Charles Vaughan, Hallowell, Me.; John Watson, Gardener, South Carolina; John Kendrick, Newton, Mass.

Dr. L. H. Bailey cites as Nurseries prominent from 1820 to 1830, Bloodgood's, Floy's, Wilson's Parmentier's and Hogg's, near New York City; Bull & Wilson's at Albany, N. Y.; Sinclair & Moore's at Baltimore, David Thomas, Aurora, N. Y., father of J. J. Thomas, Nurseryman and author of the "American Fruit Culturist," published in 1846.

In 1838 the Nursery firm of Parsons & Co. on Long Island, was founded. Between 1840 and 1850 Western New York became the scene of the Nursery establishments of Ellwanger & Barry, at Rochester; T. C. Maxwell & Brothers, W. & T. Smith Co., and others, Geneva. Prosper J. Berckmans' Nurseries were established in Georgia in 1857. In the next two decades the growth of the Nursery business was rapid.

The organization of the American Association of Nurserymen in January 1876 indicated the belief that the extent of the industry warranted the formation of a national body. The personnel of the management during the first quinquennial was recorded in the last issue of the *American Nurseryman* together with biographical sketches and portraits of the association presidents of those days: Elisha Moody, Noah H. Albaugh and Theodore S. Hubbard.

GEORGE C. BRACKETT

Colonel George C. Brackett, who was vice-president of the A. A. N. in 1880, was born in Unity, Me., in 1830. He died in Fresno, Cal., April 8, 1903. At his home in Denmark, Ia., he was in the Nursery business with his brother. Later he established a Nursery at Leavenworth, Kan., the first in that state. For 26 years he was secretary of the Kansas State Horticultural Society. He was secretary of the American Pomological Society 1891 to 1898. For a time he was connected with the U. S. Dept. of Agriculture in Washington. His portrait was published in the September issue of this journal.

CHARLES L. WATROUS

The president of the A. A. N. in 1886 and 1887 was born in Cortland county, N. Y., Jan. 13, 1837 on a farm. He was graduated from Cortland Academy and the University of Michigan and taught school for several years. He served in the Civil war as cap-

tain and later practiced law for a time. Failing health caused him to seek the open in the Nursery business and he settled in Des Moines, Ia., in 1869. He served as state legislator and for four years was president of the Iowa Horticultural Society. He contributed much to the horticultural literature of the Middle States. Captain Watrous died in March, 1916.

JAMES J. HARRISON

James J. Harrison, president of the Storrs & Harrison Co., Painesville, Ohio, died at his winter home, Eustis, Fla., June 11, 1912 in his 83d year. Mr. Harrison was born August 20, 1829, in Kent county, England. At the age of two years he went to Painesville with his parents and after having the usual schooling in his home town he was graduated from a Cleveland business college and later from Hiram. His association with the Nursery business began when he made frequent grafting trips to Georgia and Arkansas during the early fifties. Later he was engaged in the fruit business in Milwaukee, Wis., and in 1856 he started a Nursery in a small way on the Carroll place on Mentor avenue in Painesville known years afterwards as the Jayne & Cole Nurseries.

In 1858 he entered partnership with Jesse Storrs of the North Ridge who at that time had only four or five acres devoted to the business which has since grown to huge proportions as the Storrs & Harrison Co., with over a thousand acres under cultivation.

Mr. Harrison was the president of the Storrs & Harrison Co., and held the office at the time of his death. Up to June 1912 Mr. Harrison had charge of the advertising of the company and only gave up active

identification with this branch of the business when failing health compelled him to relinquish the reins to his subordinates. It was in 1890 that Mr. Harrison really retired from active service. At that time he suffered from a nervous breakdown and rheumatism. In search of health he visited since that time sixteen springs and sanitariums.

Mr. Harrison was president of the American Association of Nurserymen in 1878 and was one of the survivors at the time of the charter members of that organization. He was one of the recognized authorities in the Nursery business in the United States and his influence reached to foreign countries.

From 1904 to 1912 he spent six months of the year in his winter home where he died, with his two surviving children, Miss Alice A. and Willard C. Harrison at his bedside. Mrs. Harrison passed away August 17, 1899.

For more than half a century Mr. Harrison had been the dominating influence in the largest industry of Painesville. Honesty and integrity marked his long association with the business interests of the country, coupled with a character that was strong and forceful in its individuality. The American Association of Nurserymen passed appropriate resolutions at its Boston convention in 1912 where the news of Mr. Harrison's death was received with deep regret.

A portrait of Mr. Harrison was published in the September issue of the *American Nurseryman*.

GEORGE A. SWEET

George A. Sweet, Dansville, N. Y., died November 13th at his home. Mr. Sweet was born in Cumminsville, N. Y., August 26, 1844. He was educated at the Dans-

(Continued from page 84)

To Gather At the Cradle of the Industry

President Kelsey of the American Association Visits Rochester Making Preliminary Plans for the Celebration Next June—C. H. Perkins, 2nd, Chairman of Arrangements Committee—New York State Active.

President Harlan P. Kelsey was in Rochester last month, attending to some of the preliminary details of arrangements for the A. A. N. Semi-Centennial Observance next June. He was pleased to note that a strong committee on arrangements with Charles H. Perkins, 2nd of Jackson & Perkins Co., Newark, N. Y., has been provided by the New York State Nurserymen's Association and that this association will make a membership drive with the aim of enrolling every Nurseryman in New York state, in view of the big event.

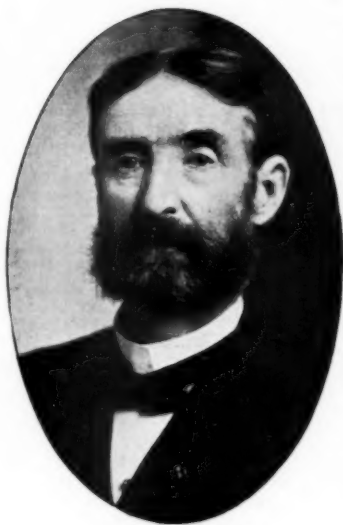
Chairman Perkins will announce his committee soon. It will include Nurserymen of Geneva, Newark and Dansville, as well as Rochester. The A. A. N. will appropriate the necessary funds for the occasion.

"Rochester Nurserymen," said President Kelsey, "have stood for the best things in the Nursery industry. It is a place where a clean Nursery business has been done, as well as being for years the largest as

well as the original Nursery center of America. While California now is rated as having the largest number of Nurseries in a single state, there are almost as many Nurserymen in New York State as there are members of the American Association. I hope that every Nurseryman in the state will join the New York State Nurserymen's Association, and the A. A. N. I venture to say that had it not been for our national organization many New York State Nurserymen would not now be in business. The schedule of dues in the A. A. N. is not wholly satisfactory. We want to make it satisfactory. Yet no member is paying more than \$200 a year and the minimum fee is \$10."

President Kelsey will advise that the program for the Rochester convention be prepared under the direction of the executive committee of the A. A. N. While he was in Rochester last month he conferred with the park authorities regarding a visit to the Rochester parks and especially the Highland Park arboretum during the June convention.

A. A. N. LEADERS IN THE 19th CENTURY—"AMERICAN NURSERYMAN" SERIES



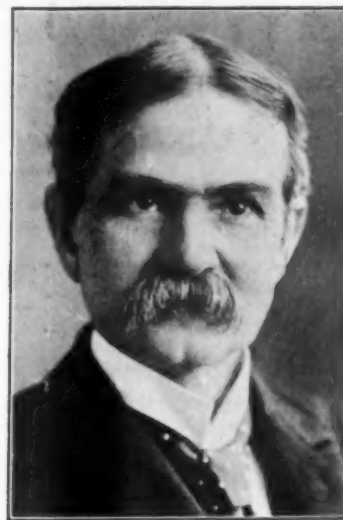
C. L. WATROUS

President American Association Nurserymen, 1886-87



S. M. EMERY

President American Association Nurserymen, 1890



GEORGE A. SWEET

President American Association Nurserymen, 1888-89

American Association Proceedings Forty Years Ago

Following is a summary of early A. A. N. convention proceedings, as prepared under the direction of the late J. C. Vaughan, Chicago, Ill., a charter member:

Seventh Annual Meeting, Rochester, N. Y., June 21, 22 and 23, 1882

Officers—President, Norman J. Colman, St. Louis, Mo.; First Vice-President, A. W. Webber, Tennessee; Secretary, D. W. Scott, Galena, Ill.; Treasurer, A. R. Whitney, Franklin Grove, Ill.

Executive Committee—G. E. Meissner, Missouri; James Vick, Jr., New York; Leo Weltz, Ohio.

Essays—Nursery Experimental Plantations, Patrick Barry, New York; The Mission of Nurserymen, John J. Thomas, New York; Outdoor Propagation of Cuttings, J. Jenkins, Ohio; The Bark of Trees and its Functions, Thomas Meehan, Pennsylvania; Analogy between Animals and Plants, C. L. Watrous, Iowa.

Members to the number of 152 were enrolled. The American Forestry Association was organized at this meeting.

Eighth Annual Meeting, St. Louis, Mo., 1883

Officers—President, M. A. Hunt, Chicago; First Vice-President, Franklin Davis, Baltimore; Secretary, D. Wilmot Scott, Galena, Ill.; Treasurer, A. R. Whitney, Franklin Grove, Ill.

Executive Committee—C. L. Watrous, Des Moines, Ia.; Geo. B. Thomas, West Chester, Pa.; W. C. Barry, Rochester, N. Y.

Essays—Value of Associated Effort, A. W. Webber, Nashville, Tenn.; Ornamental Trees and Shrubs of Texas, T. V. Munson, Texas; Noteworthy Trees, Shrubs and Conifers, W. C. Barry, Rochester, N. Y.; Formation and Renovation of Lawns, Peter Henderson, N. Y.; The New Grapes, G. W. Campbell, Ohio.

The members enjoyed an excursion on the Mississippi River, and visits to the People's Theatre and to Shaw's Garden. Members to the number of 179 were enrolled.

Ninth Annual Meeting, Chicago, June 18, 19 and 20, 1884

Officers—President, Edgar Sanders, Chicago; First Vice-President, U. B. Pearsall, Ft. Scott, Kan.; Secretary, D. Wilmot Scott, Galena, Ill.; Treasurer, A. R. Whitney, Franklin Grove, Ill.

Executive Committee—S. D. Willard, Geneva, N. Y.; T. V. Munson, Denison, Tex.; S. M. Baylis, St. Louis, Mo.

Essays—The Transportation Problem, U. B. Pearsall, Kansas; Seedling Grapes, Rommell and Sobbe, Missouri; Business Uncertainties, J. Jenkins, Winona, O.; Wintering Roses, Phoenix and Emerson, Illinois; Budding and Grafting, N. H. Albaugh, Ohio; The Roses of California, W. A. T. Stratton, California; What Shall We Plant, Suel Foster, Iowa; The World's Expositions, Parker

Earle, Illinois; Climatic Conditions of the Year, J. C. Plumb, Wisconsin; Our Work a Necessity, J. R. Johnson, Texas; Advertising, Peter Henderson, New York; Artificial Fertilization, John Thorpe, New York; Pioneer Nurserymen and Florists, Edgar Sanders, Chicago.

The members enjoyed a trip to Pullman, and a banquet tendered by the Chicago Florists. Also a visit to the parks. Paid members to the number of 346 were enrolled, and forty-five honorary members.

Tenth Annual Meeting, Chicago, June 17, 18 and 19, 1885

Officers—President, Norman J. Colman, Washington; First Vice-President, Franklin Davis, Baltimore, Md.; Secretary, D. Wilmot Scott, Galena, Ill.; Treasurer, A. R. Whitney, Franklin Grove, Ill.

Executive Committee—Geo. B. Thomas, West Chester, Pa.; S. D. Willard, Geneva, N. Y.; C. L. Watrous, Des Moines, Ia.

Essays—Nurserymen as Teachers of Horticulture, J. H. Miller, Ohio; Effects of Distant Removal on Trees and Plants, W. F. Heikes, Alabama; Educated Help in Nurseries, J. Jenkins, Ohio; Labor Saving Implements, J. Jenkins, Ohio; Best Method and Time for Budding and Grafting, N. H. Albaugh, Ohio; Steam vs. Hot Water in Greenhouses, M. A. Hunt, Illinois; Forest Planting, Suel Foster, Iowa.

The Association was treated to a ride on the lake, including a visit to the crib. A visit was also made to Lincoln Park; 367 members were enrolled, and thirty-four lady honorary members.

Eleventh Annual Meeting, Washington, D. C., June 16, 17 and 18, 1886

Officers—President, C. L. Watrous, Waterloo, Ia.; First Vice-President, M. A. Hunt, Chicago; Secretary, D. Wilmot Scott, Galena, Ill.; Treasurer, A. R. Whitney, Franklin Grove, Ill.

Executive Committee—U. B. Pearsall, Fort Scott, Kan.; Leo Weltz, Wilmington, O.; S. D. Willard, Geneva, N. Y.

At this meeting there was much routine business done, but only one essay was read, that being on "Forest Tree Seeds—influences Affecting Their Vitality," by B. E. Fernow, of Washington.

Twelfth Annual Meeting, Chicago, June 15, 16 and 17, 1887

Officers—President, C. L. Watrous, Des Moines, Ia.; First Vice-President, L. G. Bragg, Kalamazoo, Mich.; Secretary, D. Wilmot Scott, Galena, Ill.; Treasurer, A. R. Whitney, Franklin Grove, Ill.

Executive Committee—Leo Weltz, Wilmington, O.; S. D. Willard, Geneva, N. Y.; S. M. Emery, Lake City, Minn.

Essays—Objects and Workings of Seed

Control Stations, B. E. Fernow, Washington, D. C.; American Forestry, Robert Douglas, Waukegan, Ill.; Acclimatization of Plant Life, Josiah Hoopes, West Chester, Pa.; Points in Landscape Art, S. B. Parsons, New York; Duties of Nurserymen in Horticulture, C. G. Patten, Charles City, Ia.

At this meeting the name of the Association was changed from "American Association of Nurserymen, Florists and Seedsmen," to "American Association of Nurserymen," the florists and seedsmen both having formed national organizations of their own. A committee was appointed to prepare a telegraphic code for use by nurserymen.

Thirteenth Annual Meeting, Detroit, Mich., June 20 and 21, 1888

Officers—President, George A. Sweet, Dansville, N. Y.; First Vice-President, G. J. Carpenter, Fairbury, Neb.; Secretary, Chas. A. Green, Rochester, N. Y.; Treasurer, A. R. Whitney, Franklin Grove, Ill.

Executive Committee—Leo Weltz, Wilmington, O.; S. D. Willard, Geneva, N. Y.; S. M. Emery, Lake City, Minn.

Essays—Higher Aims of this Association, W. C. Barry, Rochester, N. Y.; Suggestions for the Improvement of Fruits, Thomas Meehan, Germantown, Pa.; French Nurseries as Seen by an American Nurseryman, Irving Rouse, Rochester, N. Y.; Planting Red Cedar Berries, Robert Douglas, Waukegan, Ill.; The Work of the Association, Herbert Myrick, Springfield, Mass.

At this meeting the committee on Railroad Freight Classification, composed of Hon. S. M. Emery, Chairman, N. H. Albaugh and J. B. Spaulding, made a report of the splendid results of their labors whereby the classification of nursery stock, boxed, was changed by the Railway Traffic Association from first to second class, which it was estimated would save the nurserymen of the country not less than \$50,000 a year in freight as well as immensely stimulating shipments. The committee on Reduction of Postage also reported the organization of the U. S. Postal Improvement Association.

Fourteenth Annual Meeting, Chicago, June 5 and 6, 1889

Officers and Executive Committee same as for 1888.

Essays—Suggestions for the improvement of the Nursery Business, Hon. S. M. Emery, Lake City, Minn.; Plums and Plum Culture, S. D. Willard, Geneva, N. Y.; The Grape Industry in Missouri, George E. Meissner, Bushberg, Mo.; Commercial Fertilizers for the Nursery, Thomas Meehan, Germantown, Pa.; Packing and Shipping Nursery Stock, N. H. Albaugh, Tadmor, O.; The Nursery Outlook, Franklin Davis, Baltimore, Md.; Forestry, G. J. Carpenter, Fairbury, Neb.; Succession of Forest Growths, Robert Douglas, Waukegan, Ill.; Reform in Names for Fruits, H. E. Van Deman, Washington, D. C.

(Continued on page 84)

ON THE EVE OF A TRADE SEMI-CENTENNIAL

(Continued from page 82)

ville Seminary and later was graduated from Lima Seminary. He entered his father's bank. In 1864 he went to New York and for a few years served as teller in the Ninth National Bank. While in the city he contracted the illness which resulted in death. In 1867 Mr. Sweet went to Vineland, N. J., and for a short time engaged in the fruit business. He returned to Dansville in 1869 and engaged in the Nursery business and, from that time until death, conducted a large wholesale and retail establishment, his son, Maxwell Sweet, becoming associated with him during the latter years of his life.

When the Citizens Bank, of Dansville, was organized in 1887, Mr. Sweet was chosen president and held that office until death. Mr. Sweet served his town as supervisor and the village as president, and was the unsuccessful nominee for congressman and assemblyman. Mr. Sweet served two years as president of the American Association of Nurserymen, was president of the Dansville Nursery Association and was prominently identified with the two national protective associations for Nurserymen. He was president of Greenmount Cemetery Association, charter member of Union Hose Company and honorary member of the Club Room association. He was vice-president of the Dansville Improvement Society, vestryman of St. Peter's Episcopal church and filled different offices in the Odd Fellows.

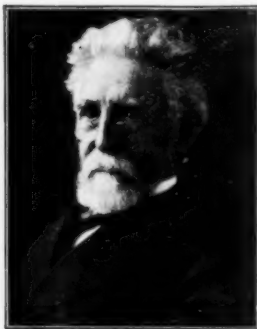
S. M. EMERY

An autobiography of the president of the A. A. N. in 1890 was published, with portrait, in the June 1924 issue of the *American Nurseryman*.

NORMAN J. COLMAN

Norman J. Colman, lawyer, agricultural journalist, first secretary of Agriculture, and horticulturist, was born near Richfield Springs, N. Y., May 16, 1827, and died in St. Louis, Mo., November 3, 1911. He was granted the degree of Bachelor of Law from the University of Louisville (Kentucky), and for some years was a practicing attorney at New Albany, Ind., and later in St. Louis. With an intense love of rural pursuits, he gave up his lucrative law practice, purchased a country home near St. Louis, and began the publication of "The Missouri Valley Farmer," later known as "Colman's Rural World," one of the pioneer agricultural papers of the Mississippi Valley. He was Lieutenant-Governor of Missouri, 1874 to 1878; served as a member of the Board of Curators of the Missouri State University for 16 years and was, for a number of years, a member of the Missouri State Board of Agriculture. He was Secretary of Agriculture during the administration of President Cleveland, being the first to hold this position after its creation as a cabinet office. Through the "Rural World" he issued a call for "a meeting for the purpose of advancing and directing the fruit-growing interests of Missouri and the West." As a result, on January 5, 1859, "The Missouri Fruit Growers' Association," since 1868 known as the "Missouri State Horticultural Society," was organized. Mr. Colman was the first president of this organization and served in this capacity for periods aggregating nearly a decade. This is the oldest, permanent fruit-growers' organization west of the Mississippi and its annual reports, covering a period of more than half a century, are an important adjunct to the literature of the horticultural development of the section. In his official positions, Mr. Colman's energies were largely devoted to the organization of horticultural interests. His horticultural writings occur mainly in the Reports of the Missouri State Horticultural Society and in the columns of "The Rural World."

Deputy Sheriffs raided a 90-gallon steam liquor still in the woods near Greensboro, N. C., just as the 200 Nurserymen gathered for the annual convention last month, and we have been trying to figure out the relation of these two events.



NORMAN J. COLMAN
President A. A. N. 1882 and 1885

For Nursery Training

The following communication with resolution was presented by Henry Hicks, Westbury, N. Y., to the meetings last month of the New York State and Eastern Nurserymen's Associations:

"As a former member of the committee on the courses of Nursery training in Agricultural Colleges, American Association of Nurserymen, I wish to present the subject for consideration. This committee has worked for several years. The Massachusetts State College of Agriculture had such a course '21-22 and '22-23.

"The New York State College of Agriculture at Cornell University has mapped out a course and asks for appropriation for a professorship and funds for research. Several states, notably Illinois, Michigan and California give instruction in lines of value to Nurserymen. In the territory covered by your organization, probably New York state is the best place to establish a course. Therefore I propose the following resolution for your consideration:

"Be it Resolved, That the Eastern Nurserymen's Association, consisting of Nurserymen in New York, New Jersey and Pennsylvania favor the establishing of a course in Nursery training at the New York State College of Agriculture at Cornell University.

"The Hicks Nursery has found of great value the work at the above college and also the work of the New York and Brooklyn Botanic Gardens, Botanical Garden and Arnold Arboretum of Harvard University.

"My four years at Cornell University under Liberty Hyde Bailey in 1888-'92 gave a taste of what may be expected with present knowledge, equipment and appropriation.

"Quarantine 37 places upon Nurserymen a duty to plant the right thing in the right place and requires deep research in botany, forestry, horticulture, ecology, plant propa-



IRVING ROUSE
Member Executive Committee A. A. N. 1890

gation, plant breeding, market and landscape gardening. Nurserymen are willing to contribute freely of their knowledge and time and material.

"The Massachusetts State Agricultural College, at which Prof. Waugh arranged a two-year course with apprenticeship with Nurserymen and florists from March until October.

"The New York State College of Agriculture at Cornell University is planning a special course for Nurserymen in connection with the Summer School of Agriculture. It includes woody plant material, garden flowers and Nursery practice."

HENRY HICKS.

Nurserymen's Protest Successful

The necessity for close scrutiny of governmental distribution of trees, plants and seeds for foresting purposes, lest competition with commercial Nurseries should result, is shown, as it was in Michigan recently, by the case of Marlyand. As a result of a protest from Nurserymen of Baltimore, Md., that trees bought at a cost from the state Nursery are being used for ornamental purposes, State Forester F. W. Besley announced last month that in future no person would be allowed to purchase more than 100 evergreen trees during a season, and these must be used for either reforestation or roadside planting.

Theodore Foulk

Theodore Foulk died Sept. 19th at his home, Broadway, Flushing, N. Y., aged 76. Mr. Foulk was born in Octorara, Lancaster County, Pa. A half century ago he was superintendent of the Morris Nurseries in West Chester, Pa. Thirty years ago he went to Flushing from Red Bank, N. J., and established a Nursery business in the Murray Hill section. Later he acquired the Bloodgood Nurseries on Broadway, Flushing. His wife, who was Miss Mabel Way, of Philadelphia, survives him, with two children, William Flemmer Foulk, of Flushing, and Helen N. Foulk.

A. A. N. Forty Years Ago

(Continued from page 83)

Greenhouses, Peter Henderson, Jersey City, N. J.; Improved implements, L. G. Bragg, Kalamazoo, Mich.; Poxing Trees Free of Charge, H. S. Anderson, Union Springs, N. Y.; Winter Protection of Nursery Stock, Z. K. Jewett, Sparta, Wis.; New Grapes, George W. Campbell, Delaware, O.; Newer Varieties of Peaches, George B. Thomas, West Chester, Pa.; Notes on Strawberries, M. Crawford, Cuyahoga Falls, O.; Managing Nursery Agents, Wm. Pitkin, Rochester, N. Y.

Fifteenth Annual Meeting, New York, June 4, 5 and 6, 1890

Officers—President, S. M. Emery, Lake City, Minn.; First Vice-President, J. Van Lindley, Pomona, N. C.; Secretary, Chas. A. Green, Rochester, N. Y.; Treasurer, A. R. Whitney, Franklin Grove, Ill.

Executive Committee—Irving Rouse, Rochester, N. Y.; W. J. Peters, Troy, O.; Franklin Davis, Baltimore, Md.

Essays—New Fruits, H. E. Van Deman, Washington, D. C.; Root Grafting and Budding, L. H. Bailey, Ithaca, N. Y.; Can Stock be Dug and Shipped too Early in Fall, G. E. Meissner, Bushberg, Mo.; The Future of Our Business, H. S. Wiley, Cayuga, N. Y.; Do We Live and Learn, Thomas Meehan, Germantown, Pa.; Cause of Low Prices for Nursery Stock, S. M. Emery, Lake City, Minn.; Preventing Duplications in Mailing Lists, J. T. Lovett, Little Silver, N. J.; Advertising, G. J. Carpenter, Fairbury, Neb.; Grapes, As Affected by Climate and Situation, George W. Campbell, Delaware, O.; Peach Culture, J. H. Hale, South Glastonbury, Conn.; Are Hardy Plants Desirable for Our Catalogues, J. W. Manning, Jr., Reading, Mass.; Chestnut Culture, Samuel C. Moon, Morrisville, Pa.; Nurserymen and the Forestry Problem, B. E. Fernow, Washington, D. C.; Pear Leaf Blight, B. T. Gallo-way, Washington, D. C.; Nurserymen, Tree Peddlers and Humbugs, G. J. Kellogg, Janesville, Wis.; Fruits for the West and North, J. L. Budd, Ames, Ia.; The Nursery Outlook in England, Wm. Fell, Hexam, England.

NEW YORK NURSERYMEN'S ASSOCIATION

C. J. Maloy, Secretary

President Fred T. Burke, Rochester, N. Y., presided at the business meeting of the New York State Nurserymen's Association at the summer outing at Point Pleasant on Lake Ontario, near Rochester, Sept. 11th. Among those present was President Harlan P. Kelsey, of the A. A. N., who directed attention to the importance of the September 26th hearing before the F. H. B., in Washington for the purpose of considering modification of the white pine blister rust regulations. He asked that the New York association appoint a delegate to the hearing. William Pitkin, president Chase Brothers Co., Rochester, N. Y., was promptly appointed.

Mr. Pitkin, President Harlan P. Kelsey and William Flemer, will represent the American Association of Nurserymen, together with J. Edward Moon, of the legislative committee. Emphasis was laid on the importance of a united front by Nurserymen in order to get the results desired.

"The American Nursery industry is in jeopardy by reason of state and Federal legislation pending and to come," said President Kelsey. "I hope the Sept. 26th hearing will presage other hearings by which Nurserymen may co-operate with the Government in the interest of the Nursery industry." Mr. Pitkin reported that there was promise that the western boundary line for shipment of currants and gooseberries might be moved westward at least one tier of states so that Kansas and other states might be in the open shipping area. He talked in Washington last May with a man in charge of quarantine matters, who suggested an arrangement by which free interchange of Nursery stock might be had in a group of states, for instance, where blister-rust already exists. Mr. Pitkin said that George G. Atwood, of the New York State inspection bureau, favors changes in behalf of Nursery stock shipments. Mr. Pitkin is of the opinion that white and red currants should be shipped freely.

Charles H. Perkins, 2nd., was appointed by President Burke as chairman of the committee on arrangements for the 1925 convention in Rochester of the A. A. N. Resolutions on the death of former President William H. Mastin were adopted.

A shore dinner followed the business meeting at which prizes were awarded to C. H. Perkins, 2nd., as the cockiest man present; Paul Shumaker as the best-dressed man; Harlan P. Kelsey as the best looking man; J. Gruellemans as the handsomest; Hort. Bowden as the next cockiest; the busiest, C. J. Maloy; the shortest, William Pitkin. A four-hour ball game and the pitching of quoits occupied the time of most of those present, the list including, besides those named above: Will Ilgenfritz, Monroe, Mich.; M. Cultra, Onarga, Ill.; W. S. Wart, Mr. Belden, J. H. Foster, Fredonia; F. M. Hartman, C. W. McNair, Milton Zeffass, J. W. Ulyette, J. S. Fearon, Edward J. Rowan, Dansville; J. M. Pitkin, Newark;

Henry Hicks, Westbury; Miles Bryant, Princeton, Ill.; Horton Bowden, Geneva; M. H. Green, W. W. Webb, John Charlton, Charles J. Brown, T. H. Cobb, Horace Hooker, Mr. Purtell, B. Irving Rouse, Rochester.

Creating Nursery Stock Demand

Robert E. Lee Niel, secretary-manager, Chamber of Commerce, Albany, Ga., arrived in Cumberland, Md., Sept. 2nd., on a boosting tour for Albany, Georgia, "The World's Pecan Center" in a scout car, having started from Albany, August 15, traveling via the Western Dixie Highway through Georgia, the route being as follows:

Leaving Albany, the car followed the Dixie Highway through Macon and Atlanta in Georgia to Chattanooga and Nashville, Tennessee; thence to Louisville, Kentucky; Indianapolis, Indiana; Danville, Illinois to Chicago. From Chicago, Detroit was the objective and then via Toledo and Dayton to Cincinnati, Ohio. On to Washington via Wheeling, West Virginia and Cumberland and Baltimore, Maryland will then be the route. The return trip south will be made via Richmond, Virginia; Raleigh, North Carolina; Columbia, South Carolina, Augusta and Macon to Albany. After a week's rest the tour will be resumed to Florida points including Tampa, St. Petersburg, Miami, West Palm Beach, Daytona and Jacksonville.

In the party, in addition to Mr. Niel, is Mrs. Niel and A. G. (Doc.) White, of White and Walker, representing a well-known garage of Albany, at the wheel.

The purpose of the tour is to supply reliable data to the Automobile Clubs and other sources of information for tourists to and from Florida through Georgia via Albany. This leg of the Dixie Highway passes through the heart of the Georgia Peach Belt at Fort Valley, by the National Cemetery at Andersonville and into the World's Pecan Center at Albany. There is not a single detour, nor wooden bridge, nor ford on the Western Dixie Highway, but every stream is spanned by concrete or steel structures, many of them built in memory of the achievements of Georgians on the field of battle. It is claimed to be the best route to Florida, through Georgia, the most scenic route and over the most perfect roads. It has convenient Free Tourists Camp sites and comfortable hotels and will be marked with white arrows with blue lettering reading "Albany, Ga., World's Pecan Center."

RETINISPORAS GREEN

12" up to 3'

SQUAROSA

12" to 18" and 3' to 4'

AZALEA HINODIGIRI

10" to 15" Spread

Chas. Momm & Sons, Inc.

Union, Union Co., N. J.

AMERICAN NURSERYMAN should be regularly on your desk. A business aid. Bristling with exclusive trade news. Absolutely independent. NOT OWNED BY NURSERYMEN.

PEACH PITS

1924 Crop, \$2.25 per Bushel in 10 Bu. lots; \$2.50 in less. RED SNOWBERRY, FINE plants Cheap.

SUNNY SLOPE NURSERY

HANNIBAL, MO.

10,000 Acer palmatum, 3-9 in., \$40 per 1000

5,000 Acer palmatum, 9-15 in., light grafting size, \$60 per 1000

12,000 Manetti stocks, fine American grown \$25 per 1000

40 Double flowering Cherries, Red, 2-3 ft., \$90 per 100

30 Double flowering Cherries, White, 2-3 ft., \$90 per 100

50 Double flowering Cherries, Pink, 2-3 ft., \$90 per 100

1,000 Rosa rugosa for standards 3 1/2-5 ft.

600 Rosa rugosa for standards, 2 1/2-3 1/2 ft.

Cash with order. Packed free.

C. HOOGENDOORN Yalesville, Conn.

MARKET AND CROP REPORTS

Evergreen Wholesale Demand Strong

West Chester, Pa., Sept. 18—In reference to fall business, would say the wholesale demand for deciduous trees, shrubs and evergreens seems to be strong, as we have booked a good many large-sized orders for shipment. Our retail business is running about the same as a year ago, and as that season was larger than the year before, we feel that business is good.

Our supply of growing stock is ample for our needs. Evergreens are getting scarce in the larger sizes. From the amount of surplus lists and other offers of stock that we are receiving, it looks as if the Nurserymen have followed their noses as they always have done and not used their heads, in laying out their plantings. If they could only realize that their trade will only absorb so much material and plant accordingly, allowing a small amount for surplus, this periodical overproduction (in consequence there is a cutting of prices) would be eliminated, which would mean that all Nurserymen would make some money and have their business on a better and firmer footing.

HOOPES, BRO. & THOMAS COMPANY.

Favorable Outlook for Fall

Wichita, Kan., Sept. 16—The demand for Nursery stock the past season was very good, both wholesale and retail, the demand for certain grades of spirea, lilacs, especially named varieties of lilacs, being far greater than the supply.

The outlook for the coming fall trade looks very favorable, in all lines of Nursery stock, with sour cherry leading in the fruit tree line.

We have had a comparatively dry summer in this section, but late rains have helped out materially.

F. KUECHENMEISTER & SONS.

New Buildings and More Acreage

McMinnville, Tenn., Sept. 5—Our retail business has been very satisfactory and our salesmen are still sending in a few orders for fall delivery. While our wholesale orders have been coming in slow so far, we are just now mailing out our wholesale trade list and anticipate a very good fall business. We have a fine lot of stock now growing and the outlook is good. We have done no building this year, but in another year we expect to make several new additions and are going to add 60 acres of new ground to our Nursery. We have had for the last two months a very dry season but our stock, considering this fact, is doing fine.

CUMBERLAND VALLEY NURSERY CO.

Fair prospects for fall trade and fair collections are reported by the Cole Nursery Co., Painesville, O. I. E. Ilgenfritz' Sons Co., Monroe, Mich., report increasing activity in sales with adequate supply. J. F. Jones, Lancaster, Pa., specializing in cherry, has sold 20,000 trees for fall delivery. He has 80,000 on hand. Sales have been limited by high prices due to poor stocks from Europe in winter of 1922-23. Demand for grafted nut trees is steadily increasing.

Apple, Peach, Figs, Grapes, Asparagus roots, California Privet, Climbing Roses, Ornamental Shrubs, and lining out stock for Fall 1924 and Spring 1925.

Let us have your want lists.

JONES' NORFOLK NURSERIES
200 Terminal Building, Norfolk, Virginia.

GRAPE VINES

Also Currants, Asparagus, Strawberries. Send for Price List and Particulars.

ESSIG NURSERY

Bridgman, Mich.

NORWAY MAPLE SEED

Mountain Grown Seed, hardy and with a high per cent of germination.

We quote Montana Grown Norway Maple Seed for immediate delivery:

10 lbs. at 75c per lb. 25 lbs. at 65c per lb.

50 lbs. and up at 60c per lb.

F. O. B. Missoula, Montana, packed in burlap sacks. Cash with order.

SUNSET NURSERY
245 South 4th West Missoula, Montana

PIN OAK SEEDLINGS

I have a fine lot of Pin Oak Seedlings to offer for this fall and next spring; also a large surplus of one-year ASPARAGUS, Washington, Columbian Mammoth White, Conovers and Palmetto.

ARTHUR L. NORTON

CLARKSVILLE, MO.

APPLE, PEACH, PEAR and PLUM TREES. GRAPE VINES. NEW CROP NATURAL PEACH SEED.

Let us quote you on your wants.

G. M. Allison Nursery Co., Inc.
SMITHVILLE, TENN.

JUNE BUD PEACH TREES

All leading varieties for commercial orchards.

Also shippers of GENUINE SEEDLING PEACH SEED, car lots or less.

ODESSADALE NURSERIES
ODESSADALE, GA.

EASTERN NURSERYMEN'S ASSOCIATION IN SESSION

Ten Thousand Dollars Worth of Stock Sold in One Hour—Progress in Japanese Beetle Control—Pennsylvania and New Jersey State Associations May Affiliate With Sectional Organization—Inspection of Long Island Nurseries.

The regular mid-summer meeting and outing of the Eastern Nurserymen's Association was held on September 11 and 12, the meetings taking place at the Hotel Pennsylvania, New York City, and the outing the following day, covering several of the most important Nurseries on Long Island was arranged by the courtesy of the Bloodgood, Cottage Garden and Isaac Hicks & Sons Nurseries.

The regular meeting was preceded by a meeting of members of the Executive Committee of the Eastern Nurserymen's Association and the Pennsylvania and New Jersey State Associations. At this meeting there was discussed, among other things, the plan of affiliating the two State Associations with the Eastern Association for the purpose of more effectively accomplishing the different lines of work in which all three of the Associations are interested; and also to arrange to permanently plan for joint meetings so that the time of members belonging to the different Associations, now required for attending meetings and conventions in connection therewith, may be conserved. It is no inconsiderable problem for the Nurseryman and florist of the present day to find the time required to attend the sessions of all the various organizations which he is called upon to belong to.

If the proposed plan of affiliation is carried out, it will not mean that the two State Associations will lose their identity, but merely that some of their lines of work will be carried on in connection with the Eastern Association.

This informal meeting of the several Executive Committees was followed by a get-together luncheon, attended by about thirty members. At this luncheon, there were no "set" speeches, but merely an opportunity for the members of the various Associations to meet old acquaintances and make new friends.

At 1:30, the members of the New Jersey State Association assembled for their regular mid-summer meeting, and the members of the Pennsylvania Association who were present also got together for an informal meeting, the regular summer meeting of this Association having been held at Reading.

MARKED PROGRESS IN JAPANESE BEETLE CONTROL

As has been the case for several years, the Japanese Beetle occupied a prominent place at the New Jersey State Association meeting. The trend of the discussion of this subject, however, was very much more cheerful than on any previous occasion. The most encouraging thing reported in connection with the beetle was the fact that the Japanese Beetle Laboratory has discovered a coated arsenate of lead which has given 90 to 96 per cent kill, and can be used for spraying in the ordinary way. Heretofore, it has been impossible to find any poison which the beetles would eat at all; in fact, experiments had proved that they would starve before touching the ordinary poison sprays. By using this new form of arsenate of lead, which can be supplied by the ordinary methods, practical commercial control of the beetle on truck and orchard crops is assured.

In the second place, of particular interest to Nurserymen, a method of treating the soil balls of trees such as evergreens in the Nursery row has been worked out, which apparently will give an absolutely certain kill of all grubs in the soil without, in the slightest, injuring the plants treated. In fact, the material used—a form of carbon bisulphide—seems to act as a desirable stimulant to plant growth and is beneficial rather than detrimental.

Mr. Clark, of the Dreer organization, reported that the number of beetles in the center of the infested area was decidedly less this year than last year, and that last year had showed some decrease over the preceding year. This was accounted for by the increase of the natural parasites, and possibly of diseases among the beetles

where they had reached their maximum numbers.

Plans have been made by the Federal and State authorities for the continuation of the same rigid inspection which has been carried on during the past few years, and while the zone under quarantine will probably be extended again slightly this year, both the authorities in charge of the work, and the Nurserymen in and near the area, feel that the Japanese Beetle problem looks much more promising of satisfactory solution than it has at any time previously.

Just preceding the sales session, which followed the meetings of the two state associations, there was shown for the information of the members present the new set of colored lantern slides which has been procured by the Eastern Association for the use of its members. These slides, which were obtained from the McFarland Publicity Service, are excellently done and if used to anywhere near the extent they should be by the members of the Eastern Association.



F. F. ROCKWELL, Bridgeton, N. J.
Secy. Eastern Nurserymen's Association

tion, should do much to further the interest in intelligent planting. These slides are available to members of the Association for a nominal rental charge. (Particulars concerning the use of the slides may be had upon request from the Secretary of the Eastern Nurserymen's Association, F. F. Rockwell, Bridgeton, New Jersey.)

TEN THOUSAND DOLLARS WORTH OF STOCK SOLD IN AN HOUR

Following the showing of the lantern slides, the mid-summer sales session was opened with a talk by Mr. Koster. The general plan of the sales session is clearly shown by the letter sent out to members of the Eastern Association by the Sales Session Committee. The plan has been described in these columns.

The sales session resulted in actual sales of upward of \$10,000 on the floor. Many members, however, reported buying or selling which was not definitely closed at the time, which will probably double this amount.

For the evening, the members present broke up into a number of small parties, some going over to see the Wills-Firpo scrap across the river, and others taking in some of the many good shows to be seen in New York this season.

Early next morning the entire membership present left in automobiles and a large bus to make the Long Island trip. There were about 50 present including the representatives of most of the more important firms in the territory covered by the Eastern Association, such as Henry A. Dreer, Inc., Princeton Nurseries, Wm. H. Moon Co., B. H. Farr, Andorra Nurseries, Thomas

B. Meehan & Co., Lovett's Nurseries, New Brunswick Nurseries, Koster & Company, etc.

The first stop was made at the Bloodgood Nurseries, Flushing, Long Island. Here some new plantings of evergreens and the large blocks of several varieties of shade trees looked particularly well. Most unfortunately, the elder Mr. Foulk was confined to the house, and his usual energetic and enthusiastic greeting was missed by the Nurserymen.

From the Bloodgood Nurseries, the party went to Cottage Gardens, at Queens, Long Island, where the most striking thing was the propagation of young evergreens of all descriptions. At this place, this material is turned out almost as though by a factory, and one could but be impressed as always, by the very efficient way in which Mr. Brown keeps things moving.

After an extensive tour of the Cottage Gardens Nurseries, the party left for the plant of the publishing firm of Doubleday, Page & Co. at Garden City, Long Island. This house, as is generally known, publishes *Country Life in America*, the *Garden Magazine*, and *World's Work*, and has one of the largest book manufacturing plants in the world. The surprise of the day for most of the Nurserymen present was received on the tour of inspection of the Doubleday, Page & Company grounds, where a wonderful series of gardens has been built up under the supervision of Mr. Leonard Barron, editor of the *Garden Magazine*. Many rare plants not usually encountered are to be seen in these gardens, as well as the everyday things. Of particular interest and uniqueness was the garden of evergreens surrounded by a magnificent hemlock hedge. In this garden, which contains nothing but evergreens, there is a wonderful collection of species and varieties artistically grouped. A splendid luncheon was served to the members of the Eastern Association by Doubleday, Page & Company, which was followed by happy talks from Mr. Barron, Mr. Everett and Mr. Lester Lovett. After the luncheon and the refreshing rest in the Doubleday, Page gardens, the gang went next to the Nurseries of Isaac Hicks & Son, Westbury, Long Island. Unfortunately, Mr. Henry Hicks had to be absent, attending the postponed meeting of the New York State Association, but there were many things of interest to be seen, and the Nurseries were in exceptionally good condition.

A MOST UNUSUAL NURSERY

Leaving Hicks Nurseries, the bunch traveled to the Cedar Hill Nurseries, of Mr. T. A. Havenmeyer. Mr. Havenmeyer's purpose in conducting this semi-private and semi-commercial Nursery is to make available to Nurserymen as well as to private growers many of the newer and rare plants not yet available in the trade. To those who had never before visited the place, the inspection of this Nursery was a rare treat, and even to those who have seen the place before, there is always something new and interesting.

"Field Day" spent on Long Island was voted by all present as of the most interesting and instructive ever attended, and the only regret of those present was that there had not been more of their fellow Nurserymen to make the trip with them.

As announced in the September issue of the *American Nursery Trade Bulletin*, the Oklahoma Nurserymen's Association held its second semi-annual convention at Durant, Okla., Aug. 22-23.

The fundamental principles of apple growing are discussed in a new bulletin, 1360, just issued by the United States Department of Agriculture which treats in particular of apple growing east of the Mississippi River.

Nagel & Clark, Pineola, N. C., have recently gone into business as collectors of mountain shrubs.

A Big Special Offer

FOR THIRTY DAYS on our high grade landscape photo plate book. We sent five thousand circulars to Nurserymen with this special offer and the returns were very gratifying and immediate. With this offer you may have our best grade Plan Plate Book at half the regular price.

THE OFFER—We have twenty very good plan landscape photos. These large views have working plans and list of plants so plantings can be made from our photos. Each view shows a different planting and an extra good showing of matured shrubs in modern design. The homes range from the small bungalow to the larger dwelling. And to make the views more valuable, we color the shrubs and flowers so they stand out naturally. Nurserymen in all parts of the country use our views and we highly recommend this plan set.

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THE OTHER OFFER is a combination folder showing beautiful colored prints of shrub flowers, and perennials, eighteen of each of the popular kinds. This outfit is liked by the agent. Bound in our compact folder that buttons, with your name. Special price, \$2.55 each. Now is the time to take advantage of this material for your fall and spring sales.

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ROOTS, RHUBARB
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Car lots or less. Prices right.

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Full line of Nursery Stock, especially Evergreens. Would buy entire stock of small Nursery.

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Write for prices and save money.

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TWO-YEAR—FINE APPLE TREES

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No. 4, 4 feet up.....20.00 per 100
No. 3, 3½ feet up.....14.00 per 100

30 Leading Sorts
SUNNY SLOPE NURSERY

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ONE AND TWO YEAR APPLE**

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Limited quantity only.

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MOSAIC-FREE RASPBERRIES

Certified Plants of

Latham (or Minn. No. 4) and King

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Faribault, Minnesota

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MEMBERS SOUTHERN NURSERYMEN'S ASSOCIATION

A Notable Gathering of Nurserymen

Southern Association's Twenty-ninth Annual Convention at Greensboro, N. C., September 3-5, 1924

Report of the annual convention of the Southern Nurserymen's Association was made in the September issue of the *American Nursery Trade Bulletin*.

"The greatest hospitality ever shown," said President W. W. Hillenmeyer. More than 200 Nurserymen were present. At the first day's session these committees were appointed:

Nominations, O. Joe Howard, Hickory; S. R. Howell, Knoxville, Tenn., and C. A. Simpson, Monticello, Fla. On president's address, R. C. Chase, Chase, Ala.; J. R. Mayhew, Waxahachie, Tex.; O. Joe Howard, Hickory. On exhibits, W. A. Easterly, Cleveland, Tenn.; Fritz Grindler, Chattanooga, Tenn.; W. T. Hood, Richmond, Va. On legislation, H. B. Chase, Huntsville, Ala.; C. T. Smith, Concord, Ga.; J. R. Mayhew, Waxahachie, Tex. On arbitration, H. C. Caldwell, Atlanta, Ga.; Lee McClain, Knoxville, Tenn.; C. A. Simpson, Monticello, Fla. On resolutions, Charles T. Smith, Concord, Ga.; Miss E. B. Drake, Winchester, Tenn.; A. L. Ligon, Jacksonville, Fla. Auditing, Davenport Guerry, Macon, Ga.; W. C. Daniels, Pomona; Robert C. Young, Greensboro.

James G. Baile, of Augusta, Ga., was elected president. Knoxville, Tenn., was chosen for the next meeting place. Atlanta, Ga., and Norfolk, Va., were suggested. Lee McClain, of Knoxville, Tenn., was elected vice-president. H. B. Chase, of Chase, Ala., and W. W. Hillenmeyer, of Lexington, Ky., were elected to the board of directors.

Over \$2,000 was subscribed to put on a campaign of publicity for the Southern association. Practically a whole afternoon was taken up with the discussion of ways and means of putting before the public the present surplus of Nursery stock. A committee will be appointed in the near future to meet with a publicity committee of the Southwestern Nurserymen's Association to formulate plans for spending this sum to be matched with a like amount from the Southwestern association. It was understood when this amount was raised that it would not be spent in direct advertising but in paying some writer to furnish the newspapers with informational articles about Nursery products and their use.

The dues were raised from \$5 to \$15 per member per year. The additional \$10 is to be used for publicity. The \$2,000 raised is also to be subscribed annually for three years.

The convention accepted the nominating committee's report by acclamation and there were no contests over the offices. The resolutions committee's report which was accepted by the convention without modifications, thanked the officers of the past administration for their work and especially the president, "in whom was vested a large part of the success of the convention."

The report also thanked the local Nurserymen for their hospitality and the various firms which contributed to the comfort of the visitors. Resolutions of thanks were

also extended to the retiring secretary-treasurer, O. W. Fraser and to the Nurserymen who had sent fruit to the convention.

The ballroom of the hotel, where the convention was held, held a Nursery exhibit of shrubs and fruit trees.

Addresses on practical trade topics were made as per program published in the September issue of the *American Nurseryman*.

Among those who attended the 29th annual convention of the Southern Nurserymen's Association, Greensboro, N. C., Sept. 3-5, are the following:

W. T. Hood, W. T. Hood and Company, Richmond, Va.; O. Joe Howard, Howard-Hickory Co., Hickory, N. C.; P. H. Bridge, Skinner Irrigation Co., Troy, Ohio; H. L. Whitsell, Lindley Nursery Co., Pomona, N. C.; J. R. Mayhew, Mayhew Nurseries, Waxahachie, Texas; F. C. Boyd, Forest Nursery Co., McMinnville, Tenn.; Edward G. Hayes, rose grower, Charlotte, Ga.; J. S. Wight, Wight Nursery Co., Cairo, Ga.; Mr. and Mrs. W. W. Bassett, Florida Nursery Co., Monticello, Fla.; J. Y. Killian, Killian Nursery, Newton, Ga.; O. W. Fraser, Fraser Nursery Co., Birmingham, Ala.; Walter H. Hillenmeyer, Hillenmeyer Nurseries, Lexington, Ky.; A. D. Cartwright, Cartwright Nurseries, Collierville, Tenn.; Fred Grindler, Lookout Nursery, Chattanooga, Tenn.; C. A. Simpson, Simpson Nursery Co., Monticello, Fla.; Lee McLean, Washington Heights Nurseries, Knoxville, Tenn.; L. B. Smith, Greenville Nursery Co., Greenville, S. C.; W. N. Scarff, W. N. Scarff and Sons, New Carlisle, Ohio; J. P. Taylor, Jr., Taylor Nursery Co., Greenville, S. C.; J. C. Hale, J. C. Hale Nursery Co., Winchester, Tenn.; S. A. Ault, Mecklenburg Nursery, Charlotte, Ga.; J. B. Baker, Baker Brothers, Fort Worth, Texas; W. A. Easterly, Easterly Nursery Co., Cleveland, Tenn.; James Spencer, Lindley Nursery Co., Pomona; E. W. Dorey, E. T. DeLaMare Printing Co., New York, N. Y.; R. B. Bradley, William Boyd Press, Inc., Richmond, Va.; W. J. Smart, D. Hill Nursery Co., Dundee, Ill.; John Fraser, Jr., Huntsville Wholesale Nurseries, Huntsville, Ala.; Ernest Hemming, National Nurseryman, Easton, Md.; H. S. Balch, Howard-Hickory Co., Hickory; Harry Nicholson, Commercial Nursery Co., Decatur, Tenn.; Otto Katzenstein, Otto Katzenstein and Co., Atlanta, Ga.; Miss E. B. Drake, Cumberland Nurseries, Winchester, Tenn.; L. A. Niven, Progressive Farmer, Memphis, Tenn.; W. H. Howard, Howard-Hickory Co., Hickory; C. S. Perkins, Ernst and Ernst, Philadelphia, Pa.; R. M. Johnson, Lindley Nursery Co., Pomona; Davenport Guerry and wife, Davenport Guerry Nurseries, Macon, Ga.; E. W. Jones, Jones Nursery, Woodlawn, Va.; Fred Johnson, Lindley Nursery Co., Pomona; C. M. Erwin, Boulder Crest Nursery, Atlanta, Ga.; L. E. Rehse, Germantown Nursery, Germantown, Tenn.; Chas. T. Smith and C. R. Smith, Smith Brothers Co., Concord, Ga.; James G. Baile, Fruitland Nurseries, Augusta, Ga.; Claude Miller, Spartanburg Nursery,

Spartanburg, S. C.; K. L. Highfill, Greensboro; Jno. A. Tinga, Wilmington, N. C.; C. P. Hudson, Greenville Nursery Co., Greenville, S. C.; Robt. C. Young, wholesale Nurseryman, Greensboro; Spencer Bing, Cumberland Valley Nursery, McMinnville, Tenn.; G. R. Derick and W. E. Campbell, Lindley Nursery Co., Pomona; M. E. Thornburg, Howard-Hickory Co., Hickory; John Wilkinson, Hogansville Nurseries, Hogansville, Ga.; L. P. Coulter, Coulter Nurseries, Newton; J. B. Verzall, Audubon Nurseries, Wilmington; J. B. Watkins, Jr., J. B. Watkins and Bro., Midlothian, Va.; Mr. and Mrs. O. H. Tindell and Miss Tindell, Tindell Nursery, Fountain City, Tenn.; R. B. Taylor, Taylor Nurseries, Greenville, S. C.; A. L. Ligon, Griffing Inter-State Nursery, Jacksonville, Fla.; Miss Louise Bannerman, Cumberland Nurseries, Winchester, Tenn.; Lucy Drake, Cumberland Nurseries, Winchester, Tenn.; W. Y. C. Grant, Jr., Oakland Nursery Co., Columbia, Tenn.; J. A. Ahern, Sierron Nurseries, Atlanta, Ga.; R. C. Chase, Chase Nursery Co., Chase, Ala.; Mr. and Mrs. E. N. Reasoner, Reasoner Brothers, Oneco, Fla.; P. M. Parthemore, McFarland Publicity Co., Harrisburg, Pa.; A. Chandler Manning, Mrs. M. N. Goodwin, Miss W. E. Culver, Miss Louise Park, Lindley Nursery Co., Pomona; A. F. Lake, Shenandoah Nurseries, Shenandoah, Iowa; Peter M. Koster, Koster and Co., Bridgeton, N. J.; Gene Boerner, Jackson and Perkins Co., Newark, N. Y.; G. F. Mattern, W. T. Hood and Co., Richmond, Va.; Miss Madge Alderman, Lindley Nursery Co., Pomona; Mr. and Mrs. W. C. Daniels, Lindley Nursery Co., Pomona; J. L. Wolfe, Cleveland, Tenn.; I. S. Gowan, Greenville Nurseries, Greenville, S. C.; Chas. and Isaac Hawkersmith, Cumberland Nurseries, Morristown, Tenn.; C. M. Wood, Arkansas Nurseries, Rector, Ark.; H. C. Copeland, E. H. Ballard, Piggett Nurseries, Piggett, Ark.; Betty Ann Linderman, John Linderman, Greensboro; W. J. Dunn, Jr., Yarkin Nurseries, Star; John C. Chase, Benjamin Chase Co., Derry, N. H.; Mr. and Mrs. E. Fred Rowe, McFarland Publicity Service, Harrisburg, Pa.; Paul C. Lindley, J. Van Lindley Nursery Co., Pomona; S. R. Howell, Howell Nursery Co., Knoxville, Tenn.; Fred Landis, Lookout Nursery, Chattanooga, Tenn.; M. C. and S. L. Spoon, Kimesville, N. C.; W. T. Hanner, North State Nursery Co., Julian, N. C.; F. C. Smith, Kimesville; G. M. Bentley, Entomologist, Knoxville, Tenn.; R. A. Bowen, Davenport Guerry Nurseries, Macon, Ga.; J. P. Barbee, Pomona; Fletcher Stanley, Pomona; G. E. Barbee, Pomona; Henry Johnson, Lindley Nursery Co., Pomona; L. V. Garrett, North State Nursery Co., Julian.

Bobbink & Attkins, Rutherford, N. J., say: "We have growing on their own roots at Rutherford, N. J., many miles outside the zone of infestation of the Japanese Beetle upward of 100,000 salable plants of the best varieties of the new Kurume Azaleas in sizes ranging from crowns 6 in. to 8 in. across, to large plants 2 ft. to 3 ft. across. We also have approximately 150,000 young stock provided for sales in future years."

J. W. Stevens, Santa Pauda, Cal., is establishing a Nursery at Fallbrook, Cal.



CIATION LINDLEY CO. NURSERIES, POMONA, N. C., SEPT. 4, 1924

President Hillenmeyer's Annual Address

A Fine Record of Accomplishment and a Comprehensive Program for the Future—The Price Problem

This is the 26th annual convention of this association. You will no doubt note with interest the list of previous conventions and officers on your programme.

These conventions are getting to play a more important part in our business each year. The meeting of friends, the renewing of acquaintances, the quest of information, the bettering of business, the pleasures of diversion and an unselfish service to your business brings most of you here. I hope every one of you will find in full measure only those things that are pleasant and profitable and that the Greensboro Convention of 1924 will long be a pleasant memoir with you.

Let me first speak of my personal relationship with you and your association. To say the least, it has been most pleasant. To be frank, it has been most profitable. While it has brought its labors, my association with you has given me a broader view of this wonderful business of ours that has more than repaid the time given in slight service. To the officers of our Association do I wish to express my sincere appreciation of their co-operation, particularly is this true of your good Secretary Ollie Fraser. He has been the man, like most secretaries, that has rendered the greater service, with the lesser recognition. You have been very fortunate in having his service and I regret most sincerely his inability to continue in this capacity.

It has been customary to review the work of the year. I will, therefore, touch upon several of the more important happenings.

The re-establishment of the **Monthly Bulletin**. It has been the means of a closer and more active association. It has been the medium through which we have been able to regularly renew the touch of friendship as well as advise you of interesting events.

The Publicity Campaign. The Secretary will tell you in detail of this. This was a very worthy movement and I hope you will see fit to again do this.

The Stock Report. Many of you utilized this and while it was late in being issued, owing to certain local conditions (of which I am to blame in part), I believe it was well received and profitable.

Legislation. Vigorous protest by the Association and its individual members of the Crampton Bill. The Secretary of Agriculture's recommendations on the bill were practically as autocratic and pernicious as the bill originally proposed. Then the Parcel Post Bill which carried a 70-80% increase in postal rates on Nursery stock and seeds. This bill also met with quick response and vigorous action was taken by your officers to prevent its passage. Both of these bills were lost before Congress, for the year at least.

The Crown Gall Fund. The Association felt that this was important, notwithstanding the fact that many of its members assisted individually, it would be well to add a small contribution. This was done. Your chairman of Board of Directors, Mr. Henry

B. Chase, deserves the thanks of the Nursery work for his untiring efforts on this work. He has undertaken a Herculean task and surely did his work well.

Another gratifying thing was to see the active part members of this association took in the American Association of Nurserymen's work and programme this year. Many of the more important committees had representatives from your association on them in recognition of their ability.

It is gratifying to learn that the past year among Nurserymen has generally been one of good profits. The growing season this year has been satisfactory also. The prospects for the ensuing year, while not perhaps as good as some we have had in the past, seems encouraging in everything except fruit trees. From indications, these will be weak for several years. The discussion which we will have later on the programme will give us a perspective of the situation in the different states.

There are problems or matters that have come to my attention during the past year. These I wish to present to you either in a commentary way or in a few recommendations.

1st: There seems to be a tendency to prematurely anticipate cheap prices. While it is true that now in many cases there are more buyers than stock, in the future there may be more stock than buyers. We will then have a sellers' market instead of a buyers' market. With this condition will come keener competition and with competition in the Nursery trade, at least, has come cheaper prices. I think a survey of the conditions over the country show a greatly increased acreage of Nursery stock. Another survey shows too that the demand and the causes for the demand have likewise increased and perhaps with proper management we can get a profit out of our plantings notwithstanding its great volume. Publicity or education of the people are ways to consume it. Restrictive plantings of small stock will enable us to spread it over another year or so. But like the cotton story I once heard—like this: It is very interesting to know how many things can be made out of cotton but the Southern Farmer is more interested in how to make money out of it. This is true too of the Nurseryman. After growing it for several years, then lose his legitimate profits through cut-throat prices because of over-production! Is that what we are facing? Wouldn't it be a better way indeed to have price protection in part, one Nurseryman to another. Is it not possible in a co-operative spirit to have a co-operative price adjustment according to justifying conditions? There should always be a fair profit realized plus a safe reserve. Can't we do this in our Southern Association through a survey committee of some kind? You can but realize that there is more profit and much less worry in growing half the amount of stock at double prices than there is in growing a double amount at half price. Somewhere along the line there should be a happy

medium and now is the time to think of these things. There are certain associations now doing this. Some are price fixing now. I was especially struck, however, with the recent report of the Pacific Coast Association of Nurserymen. Such an organization is of untold benefit to its membership if its surveys are found correct.

In further mentioning prices, especially their trend toward a low level, I want to remind you that Nurserymen are selling living things and really fruit, blossoms, verdure and beauty and with increased production of trees and plants, will these qualities mentioned go down in value too? You as retailers are selling a service of What to Plant, How to Plant, of When to Plant, the After Care of Pruning, Spraying, Cultivating, etc. Because stock gets plentiful, is your ability to render this service gone down in value too? Let's try to put a little more quality, a little more brains and a little more service and keep the price up. I think it was Judge Gary of the U. S. Steel Corporation who said: "If you persist in the attempt to beat down prices or wreck your business, don't you fear you too will be buried in the ruins?" Before price cutting takes place, think of the possibilities of relationship and co-operation adjustment.

Another problem—and it will become serious unless something is done and that is some method of control of the fake landscape architect. The dishonest Nurseryman, the fraudulent tree agent and others of their ilk have taken their toll. You are familiar with this condition and our bitter experience in the past. The vigilance work of this Association has had the greatest influence toward the establishment of confidence in the Nurseryman of America than any other thing ever done. Let's profit by this experience since we have eliminated or minimized the influence of these other parasites and now turn our attention toward the curtailing the activities of the pseudo-landscape architect before he injures us. Miss Drake is going to tell us how to meet him and I will not infringe on her subject except to say that the future of the ornamental Nursery business will depend on the permanency of beauty. The task of eliminating the man who is destroying the confidence in your particular business belongs to you and you should not shirk it.

Legislation and Regulations. I have been a member of the National Association Legislative Committee as well as representing you on the two occasions during the year and I am very much inclined to believe that we as Nurserymen do not realize how small is the string on which we now hang suspended. Restrictions on every hand. Arbitrary rulings made too frequently. Representation of our interests have not been heretofore adequately taken care of. The last report of the Legislative Committee of the A. A. N. should be read to interest you in the consequence of restrictive laws. Particularly do I feel that some compensation should be had for unaffected stock destroyed or prevented from being put on the market because of some quarantine. I recommend to the new administration the appointment of a strong legislative committee to be alert to any restrictive legislation.

Ethics. Some Nurseryman said that until
(Continued on page 93)

AMERICAN NURSERYMAN



CHIEF EXPONENT OF THE AMERICAN NURSERY TRADE

Featuring the Nursery Trade and Planting News of American and foreign activities as they affect American conditions. Fostering individual and associated effort for the advancement of the Nursery and Planting Industry.

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ROCHESTER, N. Y., October, 1924

FOUNDER OF AMERICAN NURSERY TRADE JOURNALISM

THE FIRST Nursery trade paper in America was established in 1892, as long-time Nursery concerns know, and for nearly thirteen years was conducted under the personal and exclusive direction of Ralph T. Olcott, of Rochester, N. Y., who later founded the **AMERICAN NURSERYMAN** on broad and untrammeled lines.

"The dean of Nursery Trade Journalism."—John Watson.

IMPORTANCE OF THE TRADE PRESS

In a recent address to men connected with the press, President Coolidge said:

"Whatever has to do with the collection and transmission of information to the public is of the highest importance. It is gratifying to know that this great service to America is in the hands of men of ability and patriotism.

"There is a universal desire to serve the public in this capacity, not only interestingly, but candidly and helpfully. The fundamental institutions of our government scarcely ever fail to receive cordial support. The moral standards of society are strengthened and the intellectual vigor of the nation is increased and quickened by your constant efforts.

"The press is also an important factor in the commercial and industrial development of our country. It carries an amount of scientific information which stimulates both the production and consumption of all kinds of commodities.

"This service is always on the constructive side of affairs, encouraging men to think better, to do better and to live better. Reaching through it all, there is every assurance that today is better than yesterday, that tomorrow will be a better day than today, and that faith is justified."

THE MID-MONTH ISSUE

American Nursery Trade Bulletin

Affords in connection with the "American Nurseryman" an exceptional semi-monthly trade publicity service for Nurserymen. Rate: \$2.50 per inch; forms close 10th. Advertisements in "American Nurseryman" are reproduced in the "American Nursery Trade Bulletin." Subscription, \$1.

"Standardized Plant Names," by Olmsted, Coville and Kelsey, is the standard in this office.

THE NURSERYMAN WHO CARES

In all kinds of business and in none more so than in the Nursery business, the confidence of the public is a necessity. Too long this fact has been overlooked. Of late, however, codes of ethics have been resorted to as means of expressing a business policy upon which the public is asked to depend.

To be sure, an established reputation for square-dealing would seem to be all the assurance that is needed. And if such a reputation characterized every Nursery concern in business, it doubtless would suffice.

Yet it is the "other fellow" who must be reckoned with. This fact is recognized in regulations regarding the use of automobiles on the highways. Every careful driver will tell you that the danger is mainly in the operations of the "other fellow." Similarly, it is this fellow who makes it advisable, in seeking new customers, to go out of the way to reassure a prospective customer.

As the original and chief advocate of a code of ethics in the Nursery trade, the American Nurseryman notes with special interest the growing practice in this direction. A recent instance is the announcement in the wholesale price list for 1924 of Robert C. Young, Greensboro, N. C. On the very first page Mr. Young informs those unacquainted with him that he was born and grew up in Nursery work in his father's Nursery and has been engaged in the Nursery business all his life. After spending eight years in Northern Nurseries he returned to the South and devoted his time and small capital to growing boxwood and evergreens.

He personally looks after digging and packing each order and he assures the trade of real service. In connection with his business reference, he accepts membership in the A. A. N. as prima facie evidence of business standing and sound credit on the part of such a member-customer—a fine commendation of the high plane reached by the American Association. He says:

As to my responsibility, I refer to any bank or business house in Greensboro, N. C., the commercial agencies and the leading Nurserymen of the U. S.

Do you know that to become a member and to continue being a member of the American Association of Nurserymen your business must be operated absolutely on the square in every way? If you are a member, you need not be rated in Dun's or Bradstreet's, you need not send references—your credit is good with me.

This catalogue contains a statement of liability and guaranty which includes the usual offer to replace stock not true to name or refund the purchase price. It does not include that peculiar announcement to a purchaser which appears often in a Nursery stock "guaranty."

"We give no warranty, express or implied, as to quality."

Such a declaration in these days of codes of ethics belongs to the burlesque stage in a "review" of old times. It implies that although the customer may have paid for the equivalent of all wool, he must accept without a murmur whatever of shoddy he finds in the shipment! It has long been a matter of astonishment to us that a Nursery concern flying that flag on its letter heads in correspondence with prospective customers can continue to do business. Maybe the size of the type in which the disclaimer is made causes it to be overlooked.

Perhaps the vigilance committee of the A. A. N. can say whether the letter heads

of any member of the American Association bear this announcement.

It is worth a good deal to any trade organization to have reached the point where a member has such confidence in its standards for membership that he will announce in his catalogue that an Association member need not be rated in Dun's or Bradstreet's and need not send references—"Your credit is good with me."

That is the goal for which the American Nurseryman has been arguing, in and out of season, for years—and in the face of amazing opposition.

That is the peak to which we have argued the American Association of Nurserymen must climb before that excellent slogan "Trustworthy Trees and Plants, Member A. A. N.," can be safely used.

How can the use of that slogan side by side on a letter head with "We give no warranty as to quality" be reconciled? Are we to understand that, in English, "Trustworthy Trees and Plants" ignores the matter of quality?

Upon the officers of the A. A. N., the vigilance, membership and executive committees, devolves the great responsibility of guarding the association's reputation at every point.

Frederick W. Kelsey Abroad

Frederick W. Kelsey, New York City, who has been spending the summer in Europe, sends us the following account of attractive horticultural features characterizing Geneva, Switzerland:

In the beautiful park surrounding the Royal Palace Hotel are perfect specimens of the Cedar of Lebanon (*Cedrus libani*); Silver Fir Cedar (*C. atlantica glauca*); *Araucaria imbricata*, Silver-leaved Standard Maple (*Acer argentea*); perfect California big trees (*Sequoia*) in solid foliage, branched clear to the ground, and as symmetrical, as though trimmed to a line; and other varieties with charm of foliage and flower that will not bear the severe climate of our Northern states.

In the park of the Beau-Rivage Palace Hotel also, directly on the lake, are grand specimens of *Cedrus libani*, four feet to five feet in diameter of trunk, branched to the ground; also the largest and most perfect sequoias I have ever seen outside of California. Especially noticeable also is an *Araucaria imbricata*, some 18 feet in height and well branched to the ground; to say nothing of similarly striking specimens. Another remarkable tree I noticed near here is a beautiful *Taxus baccata erecta* about 30 feet high, as solid, compact and regular in outline right from the ground as a trained Lombardy poplar.

The half hardy *Acacia inermis*, so attractive all through Italy, Southern France, Southern Germany and portions of the British Isles, is made much of here, grown as it is for the most part in solid headed standards, some of them almost as compact as standard bay trees.

The aucubas, *Ilex* and similar shrubs are used largely. The common aucuba with its large, handsome green foliage is hereabouts one of the finest of all hedges; and from both landscape and floral points of view, is a special and fitting attraction. The more hardy shrubs, vines and trees are, of course, used largely for general planting, the common horsechestnut, oriental plane, lindens, English elm, Lombardy poplar, piceas, retinisporsas, etc., being grown in perfection without the marring caused by severe climatic conditions as in the Northern and New England states.

J. A. Young, Aurora, Ill., Nurseries, is a trustee of the newly organized Aurora Florists Club. Mr. Young is well known throughout the country having been in the horticulture business for the last twenty-two years, making a specialty of perennials, peonies, iris, shrubs and landscape gardening. He was secretary of the Illinois Nurserymen's Association for seven years and now holds the office of vice-president.

TRADE ASSOCIATIONS

American Association of Nurserymen—Charles Sizemore, secy., Louisiana, Mo.; 1925 Convention, Rochester, N. Y., June 24.

Alabama Nurserymen's Association.—Dr. F. T. Nye, Secy., Irvington.

California Assn. of Nurserymen—Chancellor K. Grady, Sec'y, 401 Phelan Bldg., San Francisco.

Connecticut Nurserymen's Association—F. S. Baker, Secy., Cheshire.

Eastern Canada Nurserymen's Association—E. D. Smith, Winona, Ontario, president.

Eastern Nurserymen's Association—F. F. Rockwell, secy., Bridgeton, N. J.

Illinois Nurserymen's Association—N. E. Averill, secy., Dundee, Ill. Jan., 1925.

Iowa Nurserymen's Association—R. S. Herrick, secy., State House, Des Moines, Ia.

Massachusetts Nurserymen's Association—Winthrop H. Thurlow, secy., W. Newbury, Mass., Jan. 1925, Hort'l. Hall, Boston.

Missouri Nurserymen's Association—George H. Johnston, secy., Kansas City Nurs., Kansas City, Mo. Jan. 28, 1925, Kansas City, Mo.

Michigan Association of Nurserymen—C. A. Krill, secy., Kalamazoo.

New England Nurserymen's Association—G. Howard Frost, secy., West Newton, Mass.

New Jersey Association of Nurserymen—Wm. F. Miller, secy., Gloucester City, N. J.

Northern Nurserymen's Retail Association—C. H. Andrews, secy., Faribault, Minn.

New York Nurserymen's Association—Charles J. Maloy, secy., Rochester, N. Y. Feb. 5, 1925, Rochester, N. Y.

Norfolk, Va., Nurserymen's Assn.—President, D. E. Hopkins, secy., L. M. Jones.

Ohio Nurserymen's Association—Howard N. Scarff, secy., New Carlisle, O.

Oklahoma Nurserymen's Association—W. E. Rey, secy., Oklahoma City.

Pacific Coast Association of Nurserymen—C. A. Tonneson, secy., Burton, Wash., Convention, 1924, Yakima, Wash.

Pennsylvania Association of Nurserymen—Floyd S. Platt, secy., Morrisville, Pa.

Rocky Mountain Nurserymen's Assn.—C. Ferguson, Denver, Colo., secretary.

Rhode Island Nurserymen's Association—H. H. deWildt, secy., 521 Elmwood Ave., Providence, R. I.

Southwestern Nurserymen's Association—Thomas B. Foster, secy., Denton, Tex. Sept. 1924, Dallas, Tex.

Southern Nurserymen's Association—W. P. Daniels, secy., Pomona, N. C. Sept. 1925, Knoxville, Tenn.

Tennessee Nurserymen's Association—Prof. G. M. Bentley, secy., Knoxville, Tenn.

Western Nurserymen's Association—George W. Holsinger, secy., Rosedale, Kan. Jan. 28-29, 1925, Kansas City, Mo.

Western Canada Nurserymen's Association—T. A. Torgeson, secy., Estevan, Sask., Canada.

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E. S. Welch, President
SHENANDOAH, IOWA

A complete line of general nursery stock for the wholesale trade

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APPLE grades run in the 11-16 and up. 5 to 6 foot grade and in the 5-8 to 11-16 grade. Varieties: Grimes Golden, York Imperial, Rome Beauty, North Western Greening, Gano, Maiden's Blush, Winesap.

PEACH run in the 4 to 5 foot grade, 3 to 4 foot and 2 to 3 foot grades. Varieties: Elberta, Oldmixon Free, Reeves Favorite, Chairs Choice, Stump the World, Champion, Carman, Belle of Georgia, Brackett.

Can furnish both Apple and Peach in carload lots and will make an interesting price on both in lots of 10,000 or more. There is no better stock offered the trade. Samples will be furnished on request. Write for special quotations by letter.

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LABELS FOR NURSERYMEN

THE BENJAMIN CHASE CO.,
DERRY, N. H.

CHARLES DETRICHE & SON NURSERIES

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Symposium by thirteen leading experts in a series of articles, edited by Dr. L. H. Bailey. Timely and valuable information on a live subject for practical use by Nurserymen. Should be in every Nurseryman's library. Price: \$7.75 postpaid. Address

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American Fruits Pub'g Co., P. O. Box 124, Rochester, N. Y.

AMERICAN NURSERY
TRADE BULLETIN

First Forms: - 8th each month

Last Forms: - 10th each month

THIS PAGE PRESENTS

American Nurseryman Directory of American Plant Propagators

Listing Nursery Concerns Which Specialize in Production of Young Stock, Including That Which Has Heretofore Been Imported

The American Plant Propagators' Association, Organized in 1918, Will Hold Its Seventh Annual Meeting in Rochester, N. Y., June, 1925. F. W. von Oven, Naperville, Ill., Secretary

TWO-INCH BLOCKS ONLY ARE SOLD IN THIS DIRECTORY. EACH BLOCK \$5.00 PER MONTH UNDER YEARLY CONTRACT, INCLUDING PUBLICATION ALSO IN THE "AMERICAN NURSERY TRADE BULLETIN"

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Complete assortment of Evergreens including Firs, Junipers, Spruces, Pines, Yews, Arbor Vitae, Cedrus, Taxus, Piceas, etc. Also deciduous ornamental trees and shrubs in wide variety. Your patronage is appreciated.

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Evergreen Specialists
Largest Growers in America
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Growers of

**TREES, EVERGREENS
SHRUBS, PERENNIALS, Etc.
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Complete collection of Broad-leaved Evergreens, such as Japanese and American Holly, Rhododendrons Hybrids, Euonymus, Ilex glabra.

Complete collection of choice Evergreens, our own grafting.
Azaleas mollis, Japanese varieties.
Choice Herbaceous Plants, of the less common varieties.
Hybrid Tea Roses, budded.

When in New York do not neglect to call on us—Ten miles from New York City.

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Practical, Up-To-Date, Complete

By Robert Pyle
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192 Pages—136 Instructive Illustrations
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PRICE \$2.00 POSTPAID

Write for Special Quantity Prices
The Conard & Jones Co
Robert Pyle, Pres. West Grove, Pa.

GRAPE VINES

For Fall delivery of 1924 and
Spring 1925

I have made my usual planting of Grape Cuttings which are starting nicely. Varieties, Concord and Moore's Early. Usual grading: One-year XX, one-year No. 1, one-year No. 2 and No. 3. Will probably have 20,000 two-year Moore's Early to offer. See me at the Convention at which time I can explain growth and make you price on same.

Fairfield Nurseries, Salisbury, Md
CHARLES M. PETERS, Proprietor.

Place Order Early LINING OUT STOCK

SEASON, 1924

ONARGA NURSERY CO.
Cultra Bros., Mgrs., Onarga, Ill.

IT IS NONE TOO SOON

to secure your Lining Out Stock. We have good stands, a large assortment Seasonable weather and everything is on the jump. Send your *want lists* as soon as possible. Selling close on some items already. Have especially nice stocks of Nuts, Oaks, Oriental Plane; Climbing Roses, Wisteria, Weigelia; Grape Vines, etc., etc

Wholesale Union

Atlantic Nursery Co., Inc.
BERLIN MARYLAND

Forest Nursery Company BOYD BROTHERS

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Growers and Wholesale Dealers in
**FOREST TREE SEEDLINGS,
SHRUBS**

and
LINING OUT STOCK
Special Prices on Many Items

Write for Catalogue.
QUALITY SERVICE VARIETY

New Brunswick Roses

Look good and grow good, too.

If price is not the only consideration,
SEND ME YOUR WANT LIST

Fred D. Osman

New Brunswick New Jersey

EVERGREENS

SEEDLINGS and TRANSPLANTS
FOR LINING OUT

WRITE FOR OUR PRICE LIST

THE NORTH-EASTERN FORESTRY CO.

"WE GROW OUR OWN TREES."

CHESHIRE, - - - CONN.

EVERGREENS

Seedlings—Transplants—Cuttings
grown under glass

MILLIONS OF THEM

Also a list of Apple, Shade Trees,
Hedgeplants, Shrubs, Vines, and Peony

Send for our latest wholesale list.

SHERMAN NURSERY CO.

Charles City, Iowa.

For Fall Shipment

We Offer the Following Special Items

Sugar Maple Seedlings
Potentilla fruticosa
Rubus odoratus
Hardy Ferns

and a good list of native trees, evergreens, shrubs, vines and flowers. Also SNYDER BLACKBERRY R. C. at \$16.00 per M.

Geo. D. Aiken, Putney, Vt.
"Grown in Vermont, it's hardy."

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Nurseries at

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FOREST NURSERY STOCK
CONTRACT FOREST PLANTING

Send for our catalogue

**89 STATE ST.,
BOSTON MASS.**

California Privet, 1 and 2-year.
Amor River, 1 and 2-year.
Ibota and Vulgaris, 1 and 2-year.
Spirea Van Houtti, 1 and 2-year.
Carload lots.

Also **HARDWOOD CUTTINGS**—
largest assortment in the U. S.

See us at Atlantic City in June
or write us now.

Rosebank Nursery Co., Inc.
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CALIFORNIA and AMOR RIVER PRIVET

Barberry Thunbergii, 2, 3 and 4-year, Asparagus, Rhubarb, Peach in assortment, Spirea, Hydrangeas and Deutzias in assortment, Lombardy Poplar and Evergreens with a good assortment of Retinospora and Boxwood. Can supply the above in quantities. Prices right. Mail want list.

WESTMINSTER NURSERY
Westminster, Md.

American Nurseryman Directory of American Plant Propagators

Listing Nursery Concerns Which Specialize in Production of Young Stock,
Including That Which Has Heretofore Been Imported

EVERGREENS & DECIDUOUS TREES SHRUBS & VINES

WHOLESALE GROWERS for THE TRADE
of Choicest
Hardy New England Grown
Nursery Stock

Write for Price List Send your Want List



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Growers of

EVERGREENS

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Good Assortment of

STANDARD SORTS

Price List on Request

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Perennials Only

AND ENTIRELY WHOLESALE

Hammonton
Hardy Plant Nursery

HAMMONTON
NEW JERSEY

Catalogue mailed on request

President Hillenmeyer to Southern Association

(Continued from page 89)

of labor, abused credit and numerous other doubtful practices between members and also toward the public makes this matter worthy of consideration. Somebody once said, "the abiding place of honesty is not fixed by trades or professions nor is confidence won by sharp practices. No rules or regulations can be made crook-proof but the exposure of individuals and their practices will enable everyone to guard against imposition." The U. S. Chamber of Commerce has established a code of fifteen principles which should be in everyone's hands. Particularly do I present these: 1. That the foundation of all business is confidence which springs from integrity, fair dealing, efficient service and mutual benefit. 2. That the reward of business for service rendered is a fair profit plus a safe reserve. 3. All contracts are to be performed in spirit and in letter; changed conditions do not justify cancellation unless by mutual consent. 4. Excesses of every nature which create artificial conditions and produce crises and depressions are condemned, and 5. Business should render restrictive legislation unnecessary through so conducting itself as to deserve and inspire public confidence." After all, "the best regulation is self-regulation."

Other things that have come to my attention during the year from the membership are:

Collections. The general complaint is that collections are too slow in the South between Nurserymen as well as their clients. This collecting of money after growing stock from two to ten years should be more prompt if possible. I was disappointed in not getting an expert collector to talk on this phase before the convention this year. We are losing too much of our money in this way, particularly from the transient buyer. I make a recommendation covering this and I hope you see fit to endorse and support it.

Prices to Landscape Architects and Others. There seems to be a general complaint of receiving a long and varied list of stock from landscape architects on which to quote and then they favor the most reasonable quotation and pass this on to the client giving him the benefit of price. The professional landscape architect considers it un-professional to take the profit on plants himself, but frequently complains of the non-professional getting the advantage of the price reduction given him by most Nurserymen. Is it possible to give a flat percent reduction from published prices for this class of purchasers and keep both their good will? Walter Campbell is Chairman of the National Committee on Relationship with Landscape Architects and could offer suggestions.

Some representation has also been made for the securing through a co-operative purchase by the Southern Association of small booklets to cover the "After Care," that is the Planting, Pruning, Spraying of Nursery stock according to Southern Conditions and not by the instructions sent out by the Nur-

serymen in other sections. Would this interest you?

Freight Rates. The continued high rates, particularly in the South, are hampering the movements of our freight. We should co-operate with the National Association in every way we can to get all reduction of rates possible.

A Suggestion. That is this—Trade among yourselves as much as possible. This business of favoring the fence corner grower who is sapping your profits is all wrong. Buy it from a Member should be your practice. Exchange your catalogs with one another—you enjoy the companionship at conventions so why not later? Your friends will be interested in what you have. But don't encourage the outside producer of stock. Grow your own or else purchase from a legitimate Nurseryman.

Census. There is need of this for two reasons—First to advise the membership of what is growing in the Nursery row. This would be of untold value in planning future plantings. The other reason is to be able to present to Legislative Committees, and others an authentic estimate of what we are producing and the value of our products. I don't believe that any one of you could possibly give an intelligent estimate of what is being produced in your state or section. This idea would only be made worthwhile by all members co-operating in a whole-hearted way.

1. The continuation of the Monthly Bulletin.

2. An intensive drive for more members of the right kind. We are not embracing all the Nurserymen we should.

3. The continuation of the Stock Report, but based on a prorated subscription of all those participating.

4. The establishment of a "Blackleg List." While this phase is now embodied in the Vigilance Committee work, it has not had the proper response from the membership. Collections from these transient peddlers are invariably risky.

5. Our continuation of our affiliation with the A. A. N. Our endorsement of the work done by them, our pledge of co-operation.

6. The establishment in the course of a year or two of territorial limitations for regular membership. Our problems are growing daily to be more local and our wide range of membership does not now give us a unified association. This will necessitate the establishment of a reserved membership with the usual conditions. By all means however, keep the open door policy and hospitality toward all Nurserymen at our conventions.

7. Investigate the possibility of establishment of a proper Code or Standard for the good of our own inter-trading, as well as our relationship with the public. With a high standard, properly advertised, we can establish a great deal of confidence and prestige among our patrons.

8. To canvass the membership to see if the co-operative purchase of booklets covering "After Care of Nursery Stock accord-

ing to Southern Conditions" will be worth while.

9. That in the interests of Publicity we, if possible, make arrangements with some Chautauqua Circuit for a speaker on Landscaping in its various phases. To be on the alert for a worthwhile slogan.

10. To conduct another Publicity Campaign as before, using Reader covering subjects along our own lines.

11. To investigate "Cost of Production" with an idea of getting our business on a more business-like basis. A Committee too might be appointed to survey this phase and at the same time recommend a fair percentage of increase the retail Nurseryman should charge over the wholesale price, to recommend also the proper discount that should be allowed from retail prices to various buyers of Nursery stock. This committee merely to suggest and not compel adoption.

12. To take an Association membership in the National Peony, Iris, Rose and Pomological Society.

13. To raise the dues to \$10.00.

14. To make the Secretary appointive by Board of Directors.

15. To make a general census of growing Nursery stock.

In closing, I just want to extend to each and every one of you my sincerest wish for prosperity. This business of ours is one of the most fascinating, most influential and most wonderful in all the world. Many businesses and individuals are existing or living through the destruction of materials and natural wealth. But the products we sell increase in value each succeeding year. Ours is a creative business and through it we are leaving a legacy of those things that encourage, influence, and move even the dullard's perception to admiration. Let us always keep before us this creed of Beauty—"I believe in Beauty and in the power of beauty to give happiness and that to help, create, develop and perpetuate beauty is one of the finest works I can do in the world." Truly can it be said in verdure there is Beauty and Bounty and its influence is perpetual.

Mr. Lake Sees Many Changes

A. F. Lake, Shenandoah, Ia., Nurseries, while at the Greensboro, N. C., convention of the Southern Nurserymen's Association remarked that he was in Greensboro 15 years ago and now noted marked changes. In place of many poor buildings and muddy roads he found fireproof structures and hard-surfaced roadways.

"It's wonderful, but I don't see where the money comes from," he said. You are away ahead of our state in road building. We are working but we have no such marvelous development as this."

"To get closer to home I find a big change among the Nurserymen in the South. When I was down here 15 years ago there were very few progressive men in the Nursery business. Now I find that the association is full of live wire business men. I suppose practically the same thing could be said of any other business in the South. It is the progressive, wide-awake business men who have worked this wonderful change."

LEGISLATION

UNITED STATES DEPARTMENT OF AGRICULTURE, FEDERAL HORTICULTURAL BOARD

Washington, D. C., September 2, 1924.

Regulation 7 of Notice of Quarantine No. 37, with Regulations (2d Revision), which became effective April 5, 1923, provides that:

(1) All Nursery stock and other plants and seeds offered for import into the United States must be free from sand, soil, or earth, and all plant roots, rhizomes, tubers, etc., must be freed by washing or other means from such sand, soil, or earth, and must be so certified by the duly authorized inspector of the country of origin.

(2) All packing materials employed in connection with importations of Nursery stock and other plants and seeds are subject to approval as to such use by the Federal Horticultural Board.

Circular Letter HB-132 (Revised June 8, 1921) enumerates certain approved packing materials and states that authority for the use of other packing materials will be granted upon the determination by the Federal Horticultural Board that such materials do not involve a risk of introducing new pests or plant diseases.

In order that all parties in interest might be fully informed, copies of both of the documents above referred to were sent to foreign inspection officials, foreign shippers of Nursery stock, and to all Nursery stock permittees. Notwithstanding this distribution, it has been found during the past shipping season that shipments of Nursery stock certified to be free from sand, soil, or earth have been coming to this country with varying quantities of soil adhering, while in many cases ordinary forest trash containing pine needles, pieces of bark, etc., has been used as packing material.

The condition of the shipments referred to above was brought to the attention of

the Nurserymen at a conference held in Washington on January 31, 1924, and to meet the emergency, it was agreed that as a condition of entry all shipments at that time in New York containing plants with small amounts of soil or unapproved packing material would be subjected to vacuum fumigation with hydrocyanic acid gas. Plants so treated were carefully examined at points of destination by state and federal officials, and it was obvious that notwithstanding the heavy dosage which was given (3 ounces of sodium cyanid per 100 cubic feet for 2 hours), on account of the low temperatures which prevailed at the fumigation plants during the shipping season, many insects in the shipments were not killed. An examination of the fumigated plants in the Nurseries during the growing season indicates that they were not injured by the gas.

Inasmuch as it has been clearly shown that the fumigation of plants under reduced temperature conditions can not be relied upon, notice is hereby given that in the future, all shipments of plants must comply fully with the conditions outlined in Paragraphs (1) and (2). Otherwise, entry will be refused.

Copies of this warning are being sent to foreign inspection officials, foreign shippers of Nursery stock, and to all Nursery stock permittees.

W. A. ORTON,
Acting Chairman of Board.

The Federal Horticultural Board, United States Department of Agriculture, announces that as a result of the information brought out at the public hearing August 4, and of information subsequently received by letter from interested parties, it will not recommend a Federal quarantine against the Oriental bag moth which is prevalent in a restricted area in Eastern Massachusetts. The insect was first discovered in Dorchester, Mass., in 1906, and was probably imported from Japan on Nursery stock, as in that year there was a Nursery in Dorchester conducted by Japanese. Its spread

has been slow, it has not yet infested any Nurseries, and it can be easily held in check with arsenical sprays. The insect, although feeding on a variety of trees, thus far appears to be a rather minor pest. Inasmuch as the Commissioner of Agriculture of Massachusetts has taken action looking to the control and, if possible, extermination of this insect, it does not appear that a Federal quarantine is necessary at this time.

Satin Moth Quarantine Widened

Spread of the satin moth to new territory in New Hampshire and Massachusetts has led the Secretary of Agriculture to extend the area held under Federal quarantine. Scouting work by the Federal Horticultural Board this year found the pest prevalent in additional localities. Under the new boundaries established by the Secretary in his order just announced, the quarantined area includes the following towns:

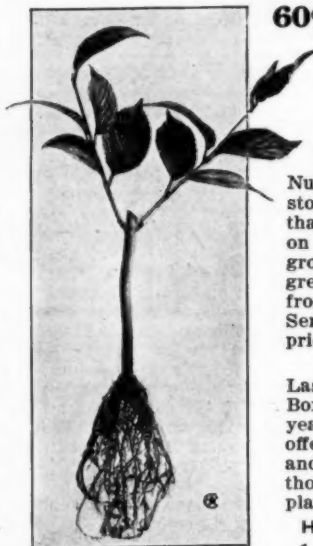
In New Hampshire: Amherst, Milford, Hudson, and Nashua.

In Massachusetts: Tyngsboro, Franklin, Wrentham, Norfolk, Foxborough, Walpole, Medfield, Dover, Dedham, Westwood, Norwood, Milton, Canton, Sharon, Stoughton, Avon, Holbrook, Randolph, Braintree, Weymouth, Hingham, Cohasset, Scituate, Norwell, Hanover, Rockland, Abington, Whitman, Brockton, East Bridgewater, Bridgewater, West Bridgewater, Easton, Mansfield, Halifax, and Dennis.

This quarantine applies only to poplars and willows. On account of the extreme difficulty of detecting the inconspicuous webs in which the caterpillars hibernate, it is necessary to place an embargo against the movement of these trees from the quarantined area.

N. E. Averill, of the D. Hill Nursery Co., Dundee, Ill., was last month in Michigan and Ohio on a short business trip; W. J. Smart, of the company has been calling on the trade in Pennsylvania and other states.

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THE ROUND TABLE

Comment and Suggestion
By Readers For the
PROGRESS OF THE INDUSTRY



How Do Nurserymen Feel About It

Editor American Nurseryman:

The tree I bought for Maiden Blush, now 8 years old, came into bearing this year. It isn't Maiden's Blush. Looks to be some winter variety, yet unknown. Probably Foreman's Error. Damn!

The State Conservation Commission recently decided to give away free pine planting stock—in the hope of stimulating the reforestation of the (10,000,000 acres or so) idle lands in Michigan. The press notice as given out indicated no limit on the amount of stock to be given away. Applications piled up a foot high on the State Forester's desk. The Commission decided to limit the free stock to 100 seedlings—rest at cost but very cheap because the State Forester's Nursery is big and very well handled. Two things resulted. The Commission ordered the State Forester to double the capacity of his already-big Nursery. And the State Nurserymen's Association filed a protest, (against free stock and State competition with private industry).

In the states where public forest-tree Nurseries are being well operated and suitable stock for reforestation is free or cheap, planting is certainly going ahead very fast. Tens of millions of seedlings are going out every year in New York and Pennsylvania, for instance; and now or presently in Michigan.

In states where there are no public Nurseries of the sort and where planting stock from private Nurseries is relatively expensive (usually several hundred per cent more expensive) but little planting seems to be going on. (Wholesale forest tree planting, that is.)

Where a State is running a Nursery for the primary purpose of getting planting stock for its State Forests, and turning off surplus stock for citizen's use, it can, of course, produce its stock very cheaply and more cheaply than any private firm which must sell its stock and at fixed seasons. If the encouragement of extensive planting is the object, the State Nurseries are certainly needed and successful. But there is, here, an element of competition between the State and private business. In places the situation is hot, already.

The recently passed Clarke-McNary Act gives the Secretary of Agriculture authority to co-operate with state authorities in the distribution of tree seed and planting stock. A great increase in state-federal Nursery work is to be anticipated, and no matter of general hunch, or based on a well-

I am wondering how Nurserymen do feel about it. And whether their feelings are a matter of general hunch, or based on a well founded consideration of the facts and a long-range policy.

Has the A. A. N. ever put a competent and unprejudiced committee on this subject? A real report and recommendations as to a general policy might prevent unnecessary and futile stern-chasing, later on.

In the long run, of course, the public interest will get the right-of-way. But just what is the public interest and what are the equities? Wouldn't it be well to get these discussed and formulated—if possible, agreed upon by everybody—before the Clarke-McNary Act begins to function?

Ann Arbor, Mich. P. S. LOVEJOY.
Sept. 9, 1924.

Following is the provision in the Federal Act referred to by Mr. Lovejoy:

"Sec. 4. That the Secretary of Agriculture is hereby authorized and directed to co-operate with the various States in the procurement, production, and distribution of forest-tree seeds and plants, for the purpose of establishing wind breaks, shelter belts, and farm wood lots upon denuded or non-forested lands within such co-operating States, under such conditions and requirements as he may prescribe to the end that forest-tree seeds or plants so procured, pro-

duced or distributed shall be used effectively for planting denuded or nonforested lands in the co-operating States and growing timber thereon: Provided, That the amount expended by the Federal Government in co-operation with any State during any fiscal year for such purposes shall not exceed the amount expended by the State for the same purposes during the same fiscal year. There is hereby authorized to be appropriated annually, out of any money in the Treasury not otherwise appropriated, not more than \$100,000, to enable the Secretary of Agriculture to carry out the provisions of this section.

Sec. 5. That the Secretary of Agriculture is hereby authorized and directed, in co-operation with appropriate officials of the various States or, in his discretion, with other suitable agencies, to assist the owners of farms in establishing, improving, and renewing woodlots, shelter belts, wind-breaks, and other valuable forest growth, and in growing and renewing useful timber crops."

Nurserymen's interests require that the Government should not enter into competition with commercial Nurseries in operations under this or any other Act. Instances in which such competition has arisen have been cited in the *American Nurseryman*. One of the most recent of these is the case in Michigan (see page 11 of July issue) in which an Associated Press despatch from Lansing, April 1st, stated "It is the plan of Director John Baird to furnish trees for lawn ornamentation and similar uses, gratis."

Present Inspection Law

Editor American Nurseryman:

In your September issue Mr. J. F. Jones, of Lancaster, Penn., comments again on my communication relative to the matter of uniform inspection.

While I have no thought of criticizing Mr. Jones or getting into a long argument, it seems to me that there are a few points in his last letter which should be answered.

I join with Mr. Jones in his commendation of the Pennsylvania inspection service which I think has always been thorough and effective.

Mr. Jones suggests that an unscrupulous dealer might buy a small block of stock which he would have inspected and certified and that he would then be able to go out and buy stock from A and B, or dig it out of the woods and ship it under his certificate.

In the first place, the inspection law would require A and B to have their stock certified before they could sell it to the dealer and no law, Federal or state, could prevent the dealer from digging stock out of the woods if he were inclined to be tricky and dishonest. Certainly the amount of stock that could possibly be dug in the woods and handled in this way would be so small that it would not warrant legislation that would certainly interfere with the general Nursery business of the country and I doubt if any law would be effective against that sort of trickery and dishonesty.

Mr. Jones also says that the crooked dealer having secured a certificate covering his small block of stock is then "able to buy from the cheapest sources regardless of the quality."

I do not understand that any inspection law, state or federal, aims to take care of quality, but only inspects for insects and diseases. Quality and price has never been safeguarded by any inspection plan so far as I know.

WILLIAM PITKIN.

R. S. Renison, Westbury, N. Y., is chairman of a committee of creditors of the Westbury Nursery Co., C. E. Pine, proprietor. Assets of \$9000 and debts \$4000 are reported. Labor claims will be paid and creditors may take Nursery stock in partial settlement by bidding thereon.

Texas Nurserymen Effect Saving

Editor American Nurseryman:

Texas Nurserymen last spring made application to the Texas Railroad Commission for change of express rates for Nursery stock intra-state from first class to second class. Hearing was had September 9th, and the petition was granted September 11th. This will bring about quite a saving to tree planters as well as Nurserymen in Texas, and will no doubt help to encourage to some extent tree planting. New classification will be effective October 2.

J. M. RAMSEY, Chairman
Legislative Committee Southwestern
Nurserymen's Ass'n.

Meeting Places and Presidents

- 1899. Chattanooga, Tenn.—N. W. Hale.
- 1900. Lithia Springs, Ga.—N. W. Hale.
- 1901. Asheville, N. C.—W. T. Hood.
- 1902. Charleston, S. C.—J. Van Lindley.
- 1903. Winchester, Tenn.—G. H. Miller.
- 1904. Asheville, N. C.—J. C. Hale.
- 1905. Norfolk, Va.—C. T. Smith (Acting).
- 1906. Lookout Mt., Tenn.—Orlando Harrison.
- 1907. Richmond, Va.—J. A. Young.
- 1908. Atlanta, Ga.—C. T. Smith.
- 1909. Huntsville, Ala.—H. B. Chase.
- 1910. Knoxville, Tenn.—R. C. Berkman.
- 1911. Greensboro, N. C.—W. A. Easterly.
- 1912. Augusta, Ga.—E. W. Chattin.
- 1913. Monteagle, Tenn.—O. Joe Howard.
- 1914. Signal Mt., Tenn.—H. M. Templeton.
- 1915. Hendersonville, N. C.—R. C. Simpson.
- 1916. Atlanta, Ga.—A. I. Smith.
- 1917. Atlanta, Ga.—Harry Nicholson.
- 1918. Birmingham, Ala.—O. W. Fraser.
- 1919. Atlanta, Ga.—H. Cobb Caldwell.
- 1920. Charleston, S. C.—S. W. Crowell.
- 1921. Chattanooga, Tenn.—Paul Lindley.
- 1922. Lexington, Ky.—C. A. Simpson.
- 1923. Atlanta, Ga.—O. Joe Howard.
- 1924. Greensboro, N. C.—W. W. Hillenmeyer.
- 1925. Knoxville, Tenn.—Jas. G. Baillie.

FEDERAL AND STATE COMPETITION

Attention is directed in another column by P. S. Lovejoy to the Clarke-McNary Federal Act which gives the Secretary of Agriculture authority to co-operate with State authorities in the distribution of tree seed and planting stock. The importance of the subject to Nurserymen is obvious, because such distribution is often in direct competition with commercial Nurseries.

The attention of President Kelsey of the American Association of Nurserymen has been directed to the matter and action by him may be expected.

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4 feet xxx—B&B	4.00	7.50

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Viburnum Opulus Nana	4-6	8.00	70.00
Viburnum Pubescens	8-10	6.00	50.00
Weigelia Rosea	8-10	7.00	60.00
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Abies Douglassii	2-3	2.00	17.50
Abies Tsuga Can.	2-3	2.25	20.00
Juniperus Canadensis. xx	1-1½	1.50	12.50
Juniperus Chin. Pitts. xxx	2-2½	2.75	25.00
Juniperus Sabina	1-1½	2.00	17.50
Juniperus Virginiana. xxx	2-3	1.50	12.50
Picea Canadensis	2-3	2.75	25.00
Hill's Mugho Pine.	1-1½	1.75	15.00
Thuja Occidentalis	2-3	2.00	15.00
Hill's Pyr. Ar. Vitae xxx	2-3	2.25	20.00

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200 American Arborvitae 2½ to 3 ft.

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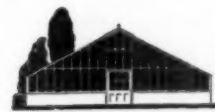
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TRADE SENTIMENT

A letter recently received from President Robert Pyle of the Conard & Jones Company says: "Your recent issue serves to reinforce a conviction that has been growing with me that you are alive to the interests of the Nurserymen and sensitive to their needs. I want you to know that some of us appreciate the fact that we have a Trade Journal which may be counted upon to help boost the movements that are for the betterment of the industry generally."

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